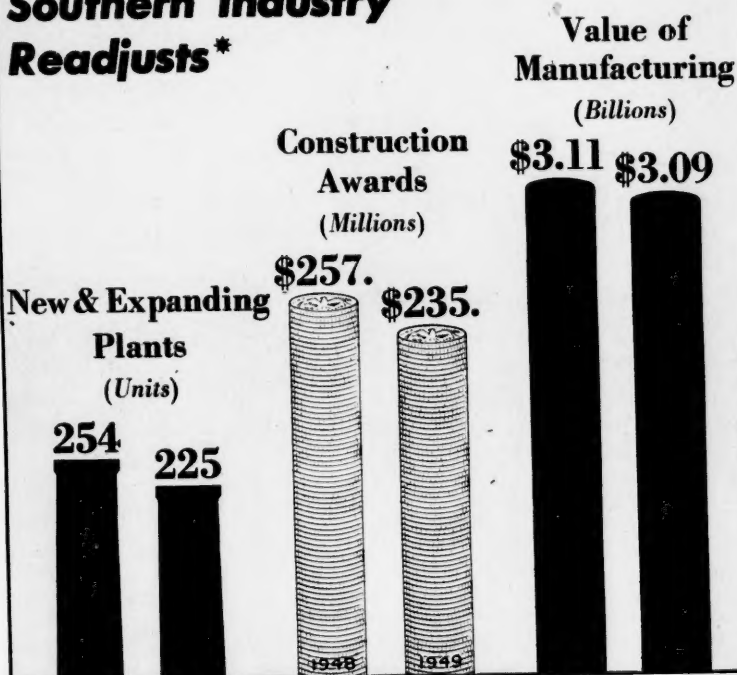


MANUFACTURERS RECORD

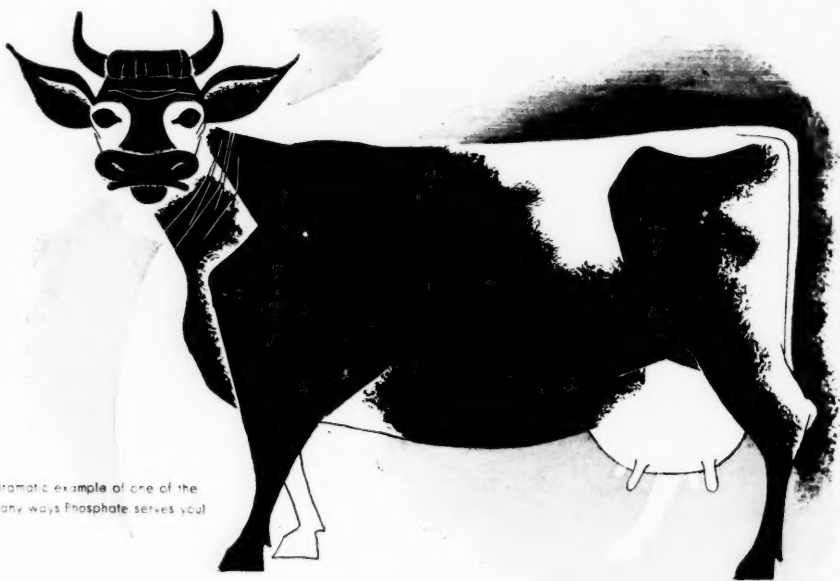
Southern Industry Readjusts*



***Latest Figures Compared With A Year Ago**

Nation's Economy Catches Up With War-Born Shortages
The Job Ahead for the South is to Stabilize Peacetime Achievement at High Levels—P. 6

MINERAL-RICH PHOSPHATE IS VITAL TO EVERYBODY EVERY DAY



A dramatic example of one of the many ways Phosphate serves you!

A WONDERFUL CHEMIST, THE COW!

But, like the dairy industry, she too depends on Phosphate

Bossy, Queen of the Dairy Industry, is a manufacturing chemist of unusual achievement. She produces a really amazing amount of fine-flavored, nutritious milk, wonderfully enriched with Vitamin B. Yet she is not able to manufacture the essential minerals her system requires such as phosphorus and calcium to produce milk of consistently high quality.

So the dairy farmer protects Bossy against mineral deficiencies in her diet by the regular use of phosphate in the plant foods which promote the growth of nourishing pasture crops and silage. And in the mineral supplements which are added to her feeds.

Phosphate continues to guard the purity and nourishing goodness of milk as it flows from dairy farm to you. Phosphate, in the form of phosphate compounds, is extensively used in the detergents which are so essential in cleaning and purifying milk handling equipment in the dairy industry. And manufacturers of evaporated milk use disodium phosphate to improve the heat stability of milk during the sterilization process in order to give their products a uniform body.

International mines phosphate in Florida and Tennessee for plant foods, for livestock feed supplements and for the chemical manufacturers who produce phosphate compounds for the dairy industry and for many food, pharmaceutical and chemical purposes.



Florida Pebble Phosphate

ALL COMMERCIAL GRADES

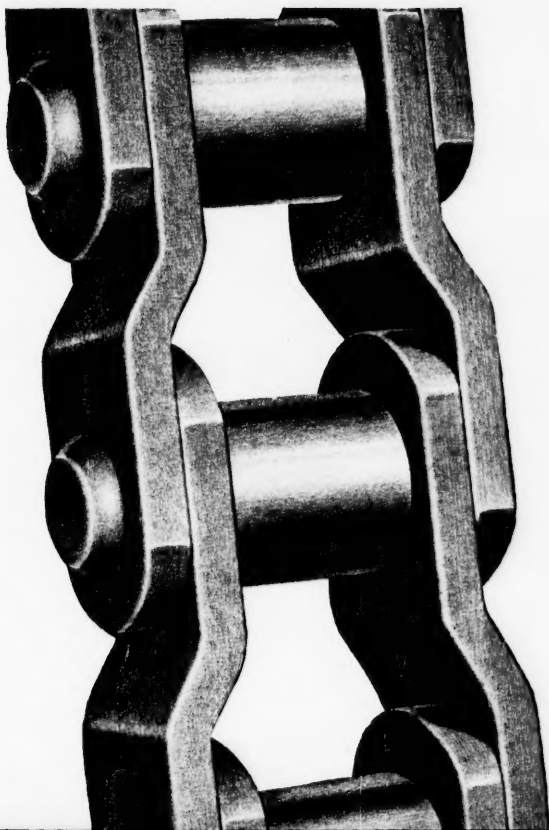
Tennessee Phosphate

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International Minerals & Chemical Corporation

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A section of Steel Thimble Roller Chain. When you have need for such chains — call on Jeffrey, their originator.

CHAINS are important but often they are given little consideration until all else is accounted for. Whether for conveyors, elevators, other unit machinery or for driving purposes — correctly designed chains are highly essential. Chain is one of our earliest products — we know how to build it exceptionally well. A complete line — also attachments, sprockets and transmission machinery.

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Detroit 13
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Philadelphia 3

Pittsburgh 22
St. Louis 1
Salt Lake City 1
Scranton 3

Complete Line of
Material Handling,
Processing and
Mining Equipment



Standard Bolts

FOR CONSTRUCTION

ALL SIZES

ALL TYPES

STANDARD BOLTS
ARE A PRODUCT OF
BETHLEHEM'S
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MANUFACTURERS RECORD

ESTABLISHED 1882

Devoted to the Industrial Development of the South and Southwest



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April, 1949

Number 4

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MANUFACTURERS RECORD PUBLISHING CO.

Publishers of Manufacturers Record, Construction, Daily
Construction Bulletin and Blue Book of Southern Progress.

Frank Gould President
R. Lisle Gould Exec. V. Pres. & Treas.
Wm. M. Beury Vice President
C. J. O'Donnell Sec. & Asst. Treas.

Main Office: 109 Market Place, Baltimore 3, Md.
Phone: LExington 7045

"The Manufacturers Record," published monthly by Manufacturers Record Publishing Co., 109 Market Place, Baltimore 3, Md. Entered as second class matter Baltimore, Md., under the act of March 3, 1879. Volume 118, No. 4. Single Copies 35c.

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An up-to-the-minute listing of prospective contractors and sub-contractors in the four-state area of Southwest Missouri, Northeast Oklahoma, Southeast Kansas, and Northwest Arkansas.

Careful attention has been given to the requirements of manufacturers, processors, and government procurement agencies interested in contracting small manufacturing concerns for defense contract and sub-contract work.

This complete, convenient, compilation of the availability and capacity of small manufacturers in the four-state corner of Northwest Arkansas, Northeast Oklahoma, Southeast Kansas and Southwest Missouri is in preparation now!

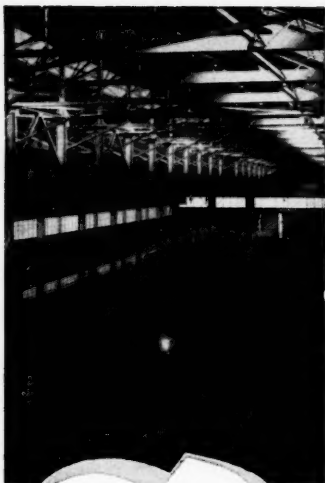
There's no cost or obligation. The listing is being made available as a public service of The Empire District Electric Company, which serves this vital Mid-America region. Just fill out the coupon below and send it with your company's letterhead to The Empire District Electric Company, 602 Joplin Street, Joplin, Missouri.

Please send me a complete listing of prospective contractors and sub-contractors in "The Empire District of the Southwest".

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Remember — You're Wanted in the Empire District — Industry's New Opportunity Land



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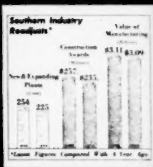


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UNITED STATES STEEL

MANUFACTURERS RECORD



COVER ILLUSTRATION—See adjoining column of this page.

Editor

Wm. M. Beury

Assistant Editor

Richard R. Harwood, Jr.

Editor, Blue Book

Caldwell R. Walker

News Editor

Samuel A. Lauver

Financial Editor

Robert S. Byfield

Associate Editor

Paul T. Norton, Jr.

Industrial Analyst

Sidney Fish

Washington Correspondent

Larston D. Farrar

Advertising Manager

H. B. French

Circulation Manager

J. E. Eierman

Correspondents

R. W. Klacey
909 McMillan St., Birmingham, Ala.

J. A. Daly
1722 S. Tryon St., Charlotte 3, N. C.

Dan Summers
419 East Marlin, San Antonio, Tex.

L. H. Houck
12 Linden Drive, Jefferson City, Mo.

Advertising Offices
Orville R. Wright
109 Market Place, Baltimore 3, Maryland
Telephone, Lexington 7065

F. O. Schroeder
Southern Business Manager
301 Finance Building State Capitol
Richmond 19, Virginia

Warren T. Mayers
130 East 41st St.
New York 21, N. Y.
Telephone, Tamperion 8-4290

Willis S. Drake
278 Sleepy Hollow Rd., Pittsburgh 16, Pa.
Telephone, Lehigh 7487

Norman J. Lott
20 East Jackson Boulevard, Chicago 4, Illinois
Telephone, Harrison 7-5867

C. A. Zimmerman
227 Spencer St., Glendale (2) Calh.

Subscription Rates

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Single Copy 25c; Back Numbers
Over Three Months Old 50c

COVER

As the nation's economic thoroughfare enters the area of the fourth post-War 11 year, a number of road signs are appearing to point out destinations on the way ahead.

Many of these signs have the aspect of cryptic symbols, the interpretation of which has become a favorite indoor sport for both professional economists and political soothsayers. All may beware of one lightly inscribed, but nonetheless certain, provision that has its place upon each of these signs. It states succinctly: "Subject to change without prior notice."

Among the signs that may be read with greatest assurance of permanent acceptance is one informing observers that the economy of the nation, and of the South as a part of the nation, has caught up with the shortages brought about by war.

This is a far cry from dire predictions that an ensuing recession of major proportions is inevitable. It does mean, however, that the South faces another period of readjustment.

With admirable, almost uncanny smoothness, each and all of the 16 states found it within their ingenuity to reconvert from war to peace. The job now is to stabilize peacetime achievement at the high level made possible by swift expansion during the past three years.

Southern economy is engaged in that process now. New and expanding plants in the South are fewer in number this past month than they were in the same month a year ago. Contract awards for new construction are at a slightly lower level than that of a year ago. Manufacturing output, both in dollar value and unit turnout, runs at a somewhat lower rate than twelve months ago. Retail sales are somewhat down, and bank debits are no more than holding their own.

On the other side of the ledger is the satisfying knowledge that personal incomes remain high.

The region has other assets also that have not been so evident until the present. Farms and mines have been modernized and mechanized to extensive degree. The former have been vastly diversified in comparison with former years. Power plants, the lifeblood of machine productivity, have been expanded, and are still to be expanded, to the full point of near-future adequacy. Even though production itself may, from the record, appear to have slackened, the use of electrical energy by industrial firms constitutes a strong blow against any pessimistic impressions which may arise. If the South proves as successful in adjusting for peace as it did in reconvert from war, and there appears no sound reason why it should not, little grounds can be found for pessimism.

MANUFACTURERS RECORD FOR



Now the South can save up to 33¹/₃% of freight on rubber-lined tanks

New B. F. Goodrich plant at Tuscaloosa cuts freight cost, speeds deliveries

NO longer need you send your tanks north for rubber lining. The B. F. Goodrich plant at Tuscaloosa, Alabama now offers BFG-quality rubber lining close to southern industry, with lower freight, faster delivery. Here's the Tuscaloosa story—

Big freight savings—Freight is one of the major items in the cost of rubber lining. Now BFG at Tuscaloosa makes possible substantial savings. For example: A chemical company at Houston, Texas pays a less-than-carload rate of \$4.64 per hundred-weight for rubber lining at Akron, Ohio—only \$3.33 at Tuscaloosa. A rayon manufacturer in Nashville pays \$2.52 at Akron—only \$1.88 at Tuscaloosa. And so on, with even greater savings farther south.

Faster deliveries—When you send your tanks to Tuscaloosa for lining you save the travel time wasted in shipping them north. No waiting on a backlog of northern orders before your job is reached. When you need

repair or maintenance in a hurry, you can get it quicker at Tuscaloosa.

Close to tank supply—Tuscaloosa is only 50 miles from Birmingham and the great steel fabricating industry in this area. Steel tanks for rubber lining are available more quickly and without expensive freight charges.

BFG has the experience—B. F. Goodrich engineers have created the modern science of rubber lining, through such developments as Vulcalock (bonding rubber to metal with an almost integral bond), and Triflex

(the lining that expands and contracts without cracking or buckling). Their half century of experience is now available to the south—in the south, without the penalty of freight differentials. We invite inquiries on the savings you can effect through our Tuscaloosa facilities. *The B. F. Goodrich Co., Department M-11, Akron, Ohio.*

B.F. Goodrich

Rubber lined tanks, pipe, valves and fittings

The B. F. Goodrich Co., Dept. No. M-11, Akron, Ohio

I would like to know more about how to save money on rubber lining through the new BFG plant at Tuscaloosa.

WE USE TANKS FOR _____
FIRM NAME _____
STREET _____
CITY _____ STATE _____
MY NAME AND TITLE _____

Sir:

Came across one of your old copies of MANUFACTURERS RECORD relating to the state of Kentucky.

Do you have a copy of a magazine of a similar nature about Florida?

It would be helpful to me in some school data, and I would appreciate a copy very much. Thank you.

Lee Hurt

Jacksonville, Fla.

Sorry, our supply is exhausted. Have you tried the Florida State Chamber of Commerce? The publication date was June 1945.—Ed.

Sir:

One of our Australian business associates has asked us to obtain for them copy (photostatic or otherwise) of an article which appeared in MANUFACTURERS RECORD, 116 No. 5, 1947, pp. 32-33, 64, 66 entitled: "Southern Chemical Manufacture."

Please advise us if you have a copy available.

C. Tennant, Sons & Co.
New York, N. Y.

Sir:

The March issue of the MANUFACTURERS RECORD has been received by me and I found most interesting the article: "South's Production Hits Post War Peak" by Mr. Caldwell R. Walker, and also

LETTERS

South's Construction Totals for February, 1949 by Mr. S. A. Lauver.

Richard B. Swenson
Board of Commissioners
Port of New Orleans

Washington, D. C.

Sir:

Shall greatly appreciate from time to time, any statistical bulletins you may issue concerning industrial expansion activity within the individual industries in the South, and particularly the Southeast.

Look forward with much pleasure to having the benefit of your publication to use in connection with quarterly forecasts by our twenty-five commodity committees. Am sure you are already familiar with the Advisory Board program, and am taking the liberty of placing you on our mailing list for Proceedings of the quarterly meetings.

T. R. Blackmarr, Sec.
Southeast Shippers Advisory Board
Atlanta, Ga.

Sir:

My attention has been called to an article in the current MANUFACTURERS RECORD (MR March, 1949, p. 47) concerning the lower Rio Grande Valley, and it is

noted that our Shary Products Co. which manufactures Shary-Tex Dehydrated Citrus Pulp and citrus molasses, is used as a typical example of enterprise here in the Valley. I should like very much to see the article, and will remit upon the receipt of an invoice.

Even before seeing the magazine, we appreciate very, very much your giving widespread publicity to the Valley and its activities. Incidentally, you might be interested in knowing that your article was the subject of a front page editorial under the heading "Think" in the Wednesday morning, March 9, 1949 issue of the San Antonio Express.

M. W. Acers, V. P., Gen. Mgr.
Shary Products Company
Mission, Tex.

Sir:

In the March issue of MANUFACTURERS RECORD you have an advertisement of a booklet on New and Expanding Plants in the South. Enclosed is \$1.00 on a postal note for this booklet.

I am graduating in mechanical engineering in July from the University of Florida and am interested in obtaining information pertaining to the leading plants in the South with reference to securing employment in design, construction and operation.

Norman W. Hart, Jr.
Gainesville, Fla.

STERLING

WHERE CONTROLLED HEAT TREATMENT ANNEALS
YOUR WHEELS TO PRE-DETERMINED STANDARDS



UNUSUAL concern with ordinary procedures, as evidenced by our carefully regulated and controlled heat treatment, is but a part of the many desirable features of Sterling's New Research and Development Program.

Backed by years of planning, this new idea of cooperative effort between manufacturer and customer is now offering quicker, positive solution of your grinding problems. This is accomplished by Sterling's "Wheels of Industry" being especially designed for the job to be done. Tested formulas, built to the recommendation of your Sterling engineer and approval of Sterling's grinding technicians, now positively eliminate guesswork on any problems related to cutting, roughing, finishing, polishing, etc.

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FIRST STEP The part being ground shows excessive wear and poor finish. The Sterling engineer arrives to apply his "know-how."

SECOND STEP Skilled by years of experience, he studies both the wheel and machine to discover the hidden fault.

THIRD STEP He now replaces a worn machine-part that was causing the trouble. No need to replace wheel.

FOURTH STEP Machine and wheel will continue to work faster, better, thanks to the Sterling engineer's aid.

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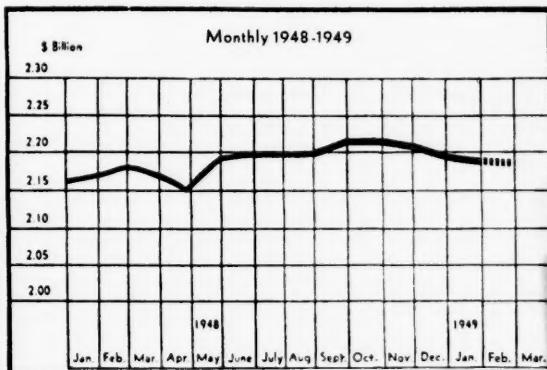
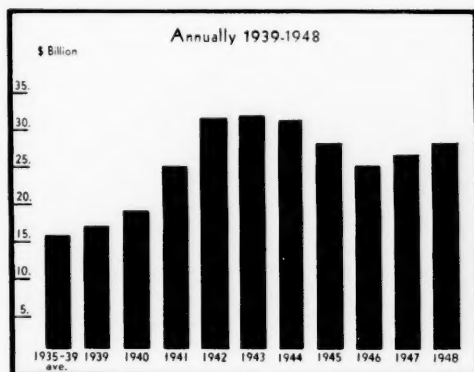
Branches: Boston, Chicago, Cleveland, Detroit, Los Angeles, Philadelphia, New York. Distributors in All Cities.

SOUTHERN BUSINESS OUTLOOK

PRODUCTIVE ACTIVITY

16 Southern States

Manufacturing—Construction—Farms—Mines In 1935-1939 Dollars



FOLLOWING THE TREND

Further slight decline in production, trade and employment has been extended over from the last months of 1948 into the first two months of 1949. Indications for March, 1949, are still too indefinite to possess an exact status in the trend. The few indicators that have presented themselves, however, lend strength to the belief that the business adjustment that is taking place is normal, probably even healthy, and that business conditions during these first months of the new year are carrying with them an appreciable degree of stability, both in trade and industrial production.

Most of the 16 Southern states recorded further declines in employment during January and February. Part of these declines may be set down as strictly seasonal; part marks an actual falling off from the extreme peak of activity that existed in the early fall of 1948.

Despite some pessimistic factors, pressing demand in the capital goods field appears to be offsetting whatever decline has occurred in demand for soft goods. So long as this tendency persists, the southern business outlook can be said to present an aspect of cautious optimism.

MONTHLY STATISTICS

PRODUCTION, FINANCE, TRADE

	Latest Month	Preced. Month	Year Ago
Manufactures (\$ mil.)	\$3,096	\$3,089*	\$3,108
Durables	1,609	1,094	1,076
Nondurables	2,027	1,995*	2,032
Construction Awards	235	193	257
Farm Marketings	716	928	679
Mineral Output	530	608	527
Steel (000 tons)	1,318	1,303	1,200
Pig Iron (000 tons)	972	960	869
Cotton Consumed (000 bales)	607	602	660
Spindles (mil. spind-hrs.)	7,658	7,680	7,890
Pine Lumber (mil. bd. ft.)	694	732	701
Hardwood Lumber (mil. bd. ft.)	304	341	311
Electric Output (mil. kw-hrs.)	8,739	2,530	6,112
Meat Slaughter (000 head)	2,058	2,275	1,585
Coal Output (mil. tons)	22	25	28
Crude Oil (mil. bbls.)	97	108	108
New Corporations	1,812	1,375	2,313
Business Failures	113	87	47
Bank Deposits (reporting banks) (\$ mil.)	\$10,219	\$10,360	\$10,132
Bank Debits (all banks) (\$ mil.)	\$15,335	\$17,584	\$14,608
Retail Sales (\$ mil.)	\$2,031	\$1,620	\$1,988
Carloadings	1,002	1,154	1,360

*Revised.
Steel and iron data from reports of American Iron & Steel Institute; Pine Lumber from Southern Pine Association; Hardwood Lumber from Nat. Lumber Mfrs. Assn.; Crude Oil from American Petroleum Institute; New business and business failures, Dun & Bradstreet; Carloadings, Association of American Railroads; Other data from U. S. Federal agency statistics.

MANUFACTURING EMPLOYMENT

	Latest Month	Preced. Month	Year Ago
State			
Ala.	223.2	224.8	232.7
Ark.	74.7	77.1	71.9
Fla.	99.3	99.7	100.3
Ga.	266.5	271.7*	281.2
Ky.	128.6	129.8	132.7
La.	148.6	150.9	150.4
Md.	219.0	227.6	226.7
Miss.	89.2	91.5	92.7
Mo.	319.0	354.8	361.2
N. C.	360.2	367.2	382.7
Okla.	64.3	66.7	64.0
S. C.	199.8	202.4	195.9
Tenn.	235.3	245.2	255.4
Tex.	345.2	353.3	342.7
Va.	206.3	211.3	215.5
W. Va.	130.6	131.7	136.3
South	3,139.8	3,205.7*	3,242.3

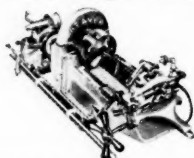
*Revised.
Of the above tabulation, data are from the monthly statistical report of Alabama Dept. of Industrial Relations; Florida Industrial Commission; Arkansas Department of Employment Security; Georgia Department of Labor; Maryland State Department of Labor and Industrial; Louisiana Division of Employment Security; North Carolina, State Department of Labor; Oklahoma, State Employment Security Commission; Tennessee, State Department of Employment Security; Texas, the University of Texas, Bureau of Business Research; Virginia, Department of Labor and Industry. In the absence of cooperative aid from other states, the remaining figures are result of monthly surveys by MANUFACTURERS RECORD.



Good service is measured by how well it is tuned to your need for industrial supplies. The proper materials, at the proper place, at the proper time is insurance that production will progress smoothly and efficiently without costly delays. Hajoca Corporation, with more than 33,000 products in 31 Branches from New Jersey to Florida, is tuned to supply you promptly with America's most renowned industrial maintenance and production equipment and materials.

ONE OF 33,000 PRODUCTS . . .

Beaver Pipe Tools



Beaver Pipe and Bolt Machines are essential equipment for every industry to speed pipe and bolt threading operations. Just how much time and labor is saved by Beaver Machines is illustrated by the fact that 2" pipe is cut, reamed and threaded in 32 seconds. They will cut and thread bolts from 1/4" to 1 1/2" . . . handle pipe from 1/8" to 2" and can be adapted to cut and thread pipe up to 8". You can secure additional information by calling your nearest Hajoca Branch.

Write for the new 1949 Hajoca Industrial Catalog (available to plants located within Hajoca's territory).

USE THIS COUPON



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Address _____

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HAJOCA CORPORATION

31 Branches Serving the Atlantic Seaboard

From Newark to Tampa and inland to Chattanooga
Consult your local telephone directory for your nearest branch.

General Offices: 31st and Walnut Street Bridge
Philadelphia 4, Pa.

THIS MONTH

Foremen Training

Of increasing importance to everyone connected with industry—be it their own, or somebody's else—be it large or small—is the problem of developing a well coordinated, smoothly and efficiently functioning working force. In these days of intense agitation and organizational activity on the part of the labor unions, the firm that has the best labor-management policy will usually have the least union trouble. But what is more important, these are days of keen competition, a condition of business, while basically healthy, that can cause trouble and even ruination to those firms that are plagued with inefficient, dissatisfied, uninformed personnel. Training programs on all levels can be of great value to any business, but the most important members of your production team are your foremen. Train them to train those under them and teach them how to handle the various problems that might arise, and you will develop a corps of men at management level whose services will be invaluable to your business. P. 40

Red Mountain

Red Mountain has been, and still is to a large extent, the generating force behind the growth and industrial development of Birmingham. Intimately tied up with this story has been the Tennessee Coal, Iron and Railroad Co. Since it entered the state some sixty odd years ago, with the support of the MANUFACTURERS RECORD, and purchased its initial properties after overcoming many obstacles, it too has been a driving force in the development of the area. P. 42

Newsprint

The Coosa River Newsprint Co., now completing its \$32,000,000 plant at Childersburg, Alabama, will be the second plant of its kind built in the South to utilize the products of Southern forests in the production of this essential, and scarce, commodity. Its unannounced capacity production will supply publishers in the Southeast. P. 52

NEXT MONTH

The first feature issue of 1949 will spotlight the state of VIRGINIA and is scheduled for May publication. The *Virginia Story*, like its predecessors, will cover all phases of industry in the state plus education, recreation, and an up to date mineral resources map which will include the mapping of air routes through the state.

THE SOUTHERN SPOTLIGHT

Piedmont Area

By J. A. Daly

CHARLOTTE—Conservative Piedmont manufacturers experienced slowly easing tension as April arrived. Outspredding adjustments were regarded as deflation toward normal.

Industrialists read every economic sign as "Drive Carefully."

All business segments admitted intensified competition with market testing incomplete.

Manufacturers gave closest attention to "break even" points, yet many companies reported continued satisfactory profit margins.

Total freight movement held equal to a year ago at Charlotte, N. C. Truckers reported railroads were losing considerable additional less-carlot traffic.

Piedmont centers' downtrending weekly bank clearings exceeded national comparisons and fluctuated around year-ago levels.

Investors were conservative and speculators bearish. Readjustments pushed the average bid for 60 textile mill common stocks down to \$126.24. Post war high (Aug. '48) was \$131.78.

Business failures were insignificant. Credits were carefully watched.

Cheerful construction industry leaders reported costs declining, labor efficiency rising and profit margins narrowing amidst keen competition.

Industrial bright spot was tobacco manufacturing. Cigarette sales showed gains, strongly influenced by greatly expanded exports.

Paper mills, forestry work and saw milling also increased sharply.

Textile industry curtailment expanded. Persistent weakness in cotton textile primary markets surged over rayon and wool fabrics.

Textile price index hit new post war low. Federal data showed cotton textile mills' average gross profit margin down to 32.29 cents per pound as against 63.65 cents a year ago.

Retail volume eased to 5 to 8 per cent below year ago record levels.

Severe economic blow for Piedmont economy was 50 per cent damage to peach crop by belated frosts. Strawberry losses were heavy.

Labor unrest was unreported for Piedmont centers.

Curtailed operations sharply reduced weekly average earnings for estimated 160,000 Piedmont manufacturing workers. Hourly wage rates were unchanged.

The Southeast

By John Mebane

ATLANTA—The high priced home market has struck a stubborn snag over a great part of the Southeast. In many areas new homes in the \$10,000 and \$20,000 class are standing vacant for weeks after they have been placed on the market. But for homes under \$10,000 (and particularly under \$8,000) there appears still an eager market. The situation is resulting in an abrupt reversal in home building trends in the region. After a January slump in construction, new home building recovered sharply in February and March. Average construction costs of new units is estimated by builders at \$6,865—well under figures for any month last year except May.

General business activity is slower than in comparable period last year. Business sentiment, while not pessimistic, is definitely cautious.

Department store sales over much of the region have been showing fluctuations from week to week, furthering necessity for caution but not yet causing jitters.

While retail price reductions were extremely spotty, indications are that in many lines customers are beginning to get more for their money as result of improved quality and even more quantity for the same money.

Unemployment has been rising recently but is attributable chiefly to lay-offs in textile and apparel industry and seasonal cutbacks. Of the 33,800 persons in Georgia drawing unemployment compensation in the latter half of March, one-third of them are veterans.

One result of the anticipated levelling off this year is that labor union representatives are drawing in their claws. The AFL and CIO textile unions, in fact, recently have been concentrating their energies in assailing each other.

Both union and Chamber of Commerce delegations from New England have been visiting the Southeast to try and discover what the textile industry likes about the South. Agricultural income this year is expected to decline somewhat.

Atlantic Coast Line Railroad is at work on far flung improvement program which will convert it into one of the nation's most progressive systems. When work now in progress is completed, the railroad will have created, it is reported, what is in effect

THE SOUTHERN SPOTLIGHT

a new main line route from Florida to Atlanta, connecting with affiliated lines to Chicago and other Midwest points and will have one of the country's finest rail routes in its rebuilt Richmond-Jacksonville main line.

Birmingham District

By R. W. Kinsey

BIRMINGHAM—A few conflicting signs are evident here and there on the economic horizon for Birmingham and the industrial district. But several facts and factors are predominant. Probably the most significant of these concerns steel. The general "softening" process evident nationally is a matter of record. But what holds true elsewhere is not true here—at least not in the same degree. There have been a few scattered cancellations and a few deferments, but the aggregate has been and is so small as not to affect the district's production rate which continues at capacity, and is scheduled at capacity indefinitely. The answer is that the effect of the slowing down in automobiles and such consumer goods as refrigerators, washing machines and others is hardly felt here, so widely are the district's products distributed, so diversified their use. Except for wire products not the first specification has yet approached demand. And that's the story to date.

From building sources comes the disclosure that not less than 2,000 to 2,500 moderate priced dwelling units, sales and rental, are in progress on the drawing board for early starts. They will range from \$5,000 to \$6,500 and in the lower rental brackets.

A market for them all is believed imminent and builders are proceeding on the basis of taking less profit, buying at wholesale and otherwise effecting economies to make the units move.

It looks like a major construction year for the district in home building.

Retail trade, down somewhat from last month, continues nevertheless, to attract through sales effort.

Bank deposits are relatively static as compared to last month, but personal savings are fractionally higher.

On the whole conditions are heartening with demand for basic products (coal excepted) practically undiminished.

The Southwest

By Dan Summers

SAN ANTONIO—Optimism still showed its bright smile in the Southwest after the citrus crop lost one-quarter of its estimated yield for the year and construction employment fell to its usual seasonal low.

Farmers look for another great year in 1949 although winter oats were hurt seriously by the late winter freeze, commercial vegetable areas seriously damaged and citrus crops left crippled.

The total number of cattle on feed, however, is the largest on record.

Prices on grain, sinking far in February, made substantial gains in March.

Retailers, in an effort to lower their inventories the first of the year, made attractive price reductions which met with very favorable consumer response.

Construction contract awards were hardly up to par, but there are many indications that point to greater business and industrial construction this year than residential and public construction.

It was significant to note that commercial, industrial and agricultural loans in banks over the Southwest declined the early part of this year while at the same time the repayments of past loans exceeded new credit demands.

The type of loan very definitely reflects the demand of these three for capital with which to work.

Stocks of crude oil in the nation have reached postwar highs, and still Texas lowers its monthly allowables.

Louisiana has followed with its first allowable reduction in face of the highest stock of crude oil in the Southwest producing areas in ten years. Yet, the Oil and Gas Journal predicts further increases in crude oil production for 1949 although refiners are busy curtailing operations and seeking new uses of their products.

Stupp Brothers Bridge & Iron Works will build at Houston a \$1 million steel fabricating plant.

Increased production through installation of new equipment in 1949 at the Oklahoma Salt Industries, Inc., Sayre, Okla., is contemplated by Fred G. Coogan, head of the firm.



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That's what makes the Zip-Lift the fastest selling wire rope hoist on the market. Ask a P&H representative for facts. Or write us today.

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SAFER — Full magnetic control with control current reduced to 110 volts at the push-button. Plugging crane type limit switch and large double brakes provide maximum safety. No open wiring.

LIFETIME CONSTRUCTION — Precision built — shaved gears running in oil — grease-sealed antifriction bearings — fully enclosed, moisture-proof, dust-proof, acid-proof.

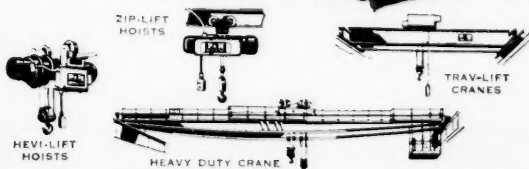
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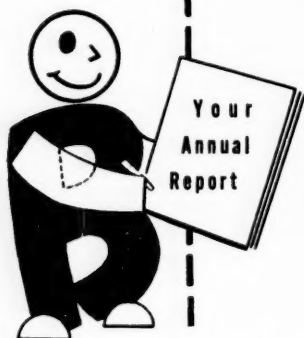
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5th & Brazos Streets

OVER 75 YEARS OF CONTINUOUS GLASS SERVICE

NEW AND EXPANDING PLANTS

COMPILED FROM REPORTS PUBLISHED IN THE DAILY CONSTRUCTION BULLETIN

ALABAMA

BLUE MOUNTAIN—Linen Thread Co., Inc., addition to mill.
HUNTSVILLE—Clinton Street Realty Co., Coca-Cola Bottling plant and additions.
MONTGOMERY—Bear Brothers, 25 E. Jefferson, Montgomery, baseball grandstand, \$121,600.
MONTGOMERY—Pearson, Tittle & Narrows, 1st National Bank Bldg., baseball grandstand.
MONTGOMERY—Southern Electric Co., two-story office and shop building, \$20,000.
TUSCALOOSA—Logan Long Co., erection of an asphalt roofing materials plant, \$750,000.

ARKANSAS

FAYETTEVILLE—Ozarks Rural Electric Cooperative Corp., office building, warehouse, \$80,000.

FLORIDA

BAL HARBOR—Sinclair Refining Co., P. O. Box 1087, Little River Station, Miami, one-story service station, \$42,000.
BRADENTON—Chapman Newspapers, addition to newspaper plant.
DADE COUNTY—Louis Merwitzer, 845 Michigan Ave., Miami Beach, one-story garage, W. 8th St. & 67th Ave.
DADE COUNTY—H. J. Williams, 321 N.E. 82nd St., Miami, garage apartment.
DANIA—Sinclair Refining Co., P. O. Box 1087, Little River Station, Miami, plans one-story service station.
FORT LAUDERDALE—Sinclair Refining Co., P. O. Box 1087, Little River Station, Miami, 2 service stations.
JACKSONVILLE—George D. Auchter Co., electric plant, \$2,488,800.
JACKSONVILLE—City, 4th floor Utilities Bldg., power plant.
MIAMI BEACH—Harry Simberg, 420 Lincoln Rd., one-story laundry bldg.
MIAMI—Florida Power & Light Co., power plant.
MIAMI—H. M. H. Corp., B. E. Hearn, Jr., 132 NE 20th St., showroom, storage and office building, \$16,450.
MIAMI—John Jones, Inc., 2050 N. Miami Ave., additional storage space.
MIAMI—Master Freezer, Inc., 905 Brickell Ave., one and two-story cold storage plant, 64 N.W. 19th St., \$400,000.
MIAMI—Allan R. Mitchell Construction Co., 7414 Biscayne Blvd., Miami, additional estimator for showroom storage and office building, N.E. 73rd St. & 4th Court.
MIAMI—Sinclair Refining Co., P. O. Box 1087, Little River Station, one-story service station, 1300 N.W. 42nd Ave., \$25,000.
MIAMI—Standard Oil Co., service station.
NORTH MIAMI—Marosa Corp., one-story auditorium, 13640 W. Dixie Highway, \$22,500.
PORT SEWALL—Sinclair Refining Co., P. O. Box 1087, Little River Station, plans one-story service station.
WEST PALM BEACH—Sinclair Refining Co., P. O. Box 1087, Little River Station, Miami, plans one-story service station.

GEORGIA

AMERICUS—Horry Electric Cooperative, Inc., headquarters building.
AMERICUS—Sumter Electric Membership Corp., headquarters bldg.

ATHENS—Athens Mfg. Co., converting 15,000 sq. ft. of floor space from the manufacture of tire cord to rayon dress goods and sportswear.

ATLANTA—Coca Cola Bottling Co., North Ave. & Marietta St., N.W., parking lot, new fencing and fence alteration, asphalt paving, etc.

ATLANTA—Mozcowitz, Willner & Millkey, office bldg.

CALHOUN—Mount Alto Spread Co., addition to plant.

COVINGTON—Snapping Shoals Electric Membership Corp., headquarters facilities, \$85,000.

DOUGLASVILLE—Douglas County Electric Membership Corp., headquarters facilities, \$35,000.

JACKSON—Central Georgia Electric Membership Corp., headquarters building, including garage and warehouse.

MACON—Bibb Mfg. Co., office building, \$300,000.

OCILLA—Irwin County Electric Membership Corp., headquarters bldg., \$51,285.

OCILLA—Clarence Mobley Construction Co., REA headquarters building.

SAVANNAH—Savannah Electric and Power Co., construction program, \$800,000.

New and Expanding Plants Reported in March—225

Total For

First Three Months of 1949

615

First Three Months of 1948

738

VALDOSTA—Ware Motors, auto sales and service bldg., \$59,435.

WEST POINT—Thompson & Street, 21 Warren Place, N.E. Atlanta, office building.

WEST POINT—West Point Mfg. Co., office bldg.

KENTUCKY

ASHLAND—Greyhound Lines plans new terminal.

CORNETTSVILLE—Miniard Coal Co., coal tipples and chute, \$100,000.

HAZARD—East Kentucky Coal Cleaning Corp., plans construction of tipples and coal-cleaning plant for truck mines, \$100,000.

JACKHORN—Elk Horn Coal Corp., coal-cleaning plant and machinery for the plant, \$150,000.

JACKSON—Royal Crown Bottling Co., bottling plant, \$80,000.

LOUISIANA

BATON ROUGE—Coca Cola Bottling Co., installation of air conditioning system in building, \$15,967.

BATON ROUGE—W. N. Cottrell, one-story crafts bldg.

BOGALUSA—Gaylord Container Corp., new bag plant, \$2,000,000.

DENHAM SPRINGS—C. N. Durand, printing office.

HOMER—Southern Bell Telephone Co. & Telegraph Co., plans erecting new telephone exchange building.

HOUMA—George Broussard, Inc., 510 Lafayette St., has purchased site on West Main for erection of automobile agency building, \$100,000.

HOUMA—John B. Gordan, Houma Courier, new additions to Houma Courier Bldg.

JENNINGS—Gabriel and Reames, alterations and renovation of offices and display room of Gulf States Utilities Co.

LAFAYETTE—Daily Advertiser, office and warehouse.

LAKE CHARLES—Citizens Publishing Co., Inc., plans a new morning and Sunday newspaper in southwestern Louisiana, \$500,000.

LAKE CHARLES—George Theriot, office bldg. and warehouse, \$44,496.

LINCOLN PARISH—Arkansas Louisiana Gas Co., plans gas distillate plant, \$3,000,000.

MONROE—S. E. Holloway, ice cream plant, 317 Louisiana Ave., \$40,000.

NEW ORLEANS—American Radiator & Standard Sanitary Corp., one-story and mezzanine material handling bldg.

NEW ORLEANS—Bohn Motor Co., additions to existing bldg., \$31,100.

NEW ORLEANS—Cathay Chevrolet Co., 317 N. Rampart St., new building.

NEW ORLEANS—Eugene Dietzgen Co., alterations and additions to existing, 318 Camp St., \$74,494.

NEW ORLEANS—Dreyfous & Selferth, Audubon Bldg., alterations and additions to existing bldg.

NEW ORLEANS—Fong Laundry & Dry Cleaning, 1130 Carondelet St., alterations and additions to building.

NEW ORLEANS—Freret & Wolf, 630 Gravier St., Esso service station building in Mirabeau Gardens Community Center.

NEW ORLEANS—Holsum Bakeries, Inc., alterations and additions to building, 4700 Howard Ave.

NEW ORLEANS—National Cylinder Gas Co., considering revising of original plans for alterations and additions to existing oxygen plant.

NEW ORLEANS—New Orleans Motor Co., Inc., 1801 Canal St., plans building, 1705-07 Bienville St.

NEW ORLEANS—Texas Co., 919 St. Charles St., Texaco Oil Service station, Washington Ave., and S. Gayoso St.

NEW ORLEANS—Times-Picayune Publishing Co., construction of sixth floor addition to bldg., 615 North St., \$214,912.

NEW ORLEANS—Venezuela Basic Co., alterations and repairs to 2-story existing building.

SHREVEPORT—American Radiator & Standard Sanitary Corp., warehouse and office bldg., 2131 Texas St.

(Continued from page 16)

TRINITY INDUSTRIAL DISTRICT

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Greensboro, N.C. Department A
The Largest Firm in the Southeast Devoted
Exclusively to Elevator Manufacturing

NEW AND EXPANDING PLANTS

(Continued from page 15)

SHREVEPORT—Yellow Cab Co., one-story shop and office building, \$35,000.

MARYLAND

BALTIMORE—Allied Contractors, Inc., 10 E. Pleasant St., additional estimator.

BALTIMORE—Board of Estimates, Calverton substation, \$15,000.

BALTIMORE—Canton Waste Co., has acquired one-story building, 2401 South Highland Ave.

BALTIMORE—Champion Brick Co., plans two tunnel kilns.

BALTIMORE—Cloverland Farms Dairy, storage building, 1930 Windsor Ave.

BALTIMORE COUNTY—Consolidated Gas Electric Light & Power Co. of Baltimore, construction of extension to Riverside Generating Station.

BALTIMORE COUNTY—Proctor Electric Co., has acquired 50,000 sq. ft. of space for establishment of a branch plant.

BALTIMORE COUNTY—John W. Seymour, 1204 Aberdeen Rd., Towson, auto showroom and garage, \$30,000.

BALTIMORE COUNTY—Charles Blackburn Sims, Inc., 6 E. Franklin St., addition to building, \$25,000.

BALTIMORE—Cummins Diesel Engines, Inc., addition to sales building, 614 Light St.

BALTIMORE—Fish Dry Cleaning Co., finishing building, Pennsylvania Ave.

BALTIMORE—Kelly Buick Sales Corp., auto parking deck, 1414 N. Charles St.

BALTIMORE—Miller Motors, Inc., alterations and additions to auto sales and service building, 3927 Belair Road.

BALTIMORE—Inland Steel Products Co., 5300 Pulaski Highway, addition to plant, \$51,000.

BALTIMORE—Gunther Brewing Co., Inc., stock and fermenting cellars, 1211 S. Conkling St.

BALTIMORE—Hall, Border & Donaldson, 2111 N. Charles St., one-story addition to plant.

BALTIMORE—Pan American Refining Corp., American Bldg., research laboratory addition.

BALTIMORE—Frank G. Schenult Rubber Co., plans two-story building.

BALTIMORE—R. S. Stern, Inc., building.

BALTIMORE—Western Maryland Dairy sub-station, 1122 Linden Ave.

DUNDALK BR, Baltimore—Paul Jones & Co., Inc., bonded warehouse, gate houses and maintenance building, 1919 Willow Spring Rd.

EASTON—Waverly Press, Inc., printing. Plant, \$75,000.

FRIESVILLE—Atlantic Refining Co., one-story service station, Reisterstown Rd. and Slade Ave.

RUNTON, BR, Baltimore—J. Warfield Armiger, alterations and additions.

TOWSON—Dulaney Motor Co., alterations to showroom and garage, Pennsylvania & Delaware Aves.

TOWSON—Atlantic Refining Co., one-story service station, 109 York Rd.

MISSISSIPPI

BILOXI—Laboratory Equipment Corp., St. Joseph, Mich., manufacturing plant to produce highly developed precision technical instruments.

CANTON—Tip Ray, International Harvester sales and service bldg., \$66,300.

CARTHAGE—Central Electric Power Assoc., headquarters building.

CLARKSDALE—Southern Bell Telephone Co., exchange telephone bldg.

GREENVILLE—Southern Bell Telephone & Telegraph Co., Atlanta, Ga., dial and toll office.

GULFPORT—Mississippi Power Co., seeking approval to finance new construction, \$1,000,000.

JACKSON—Biggs, Weir & Chandler, headquarters bldg., \$100,000.

JACKSON—Mississippi Power & Light Co., plans a new large natural gas station.

JACKSON—J. H. Searight, plans new plant for manufacture of glass stripping used to mark highways and safety zones.

JACKSON—Sherman Construction Co., electric bldg.

MORTON—Talon, Inc., has acquired building on U. S. Highway, 86, will establish plant for manufacture of slide fasteners.

NATCHEZ—International Paper Co., rayon pulp mill, \$20,000,000.

NATCHEZ—Mississippi Power and Light Co., generating plant, \$8,000,000.

PICAYUNE—Goodyear Yellow Pine Co., plans reconstruction of planing mill and box factory destroyed by fire.

PICAYUNE—Pineyune Coca Cola Bottling Co., bottling plant.

MISSOURI

ST. JOSEPH—United Beverage Co., store-room, warehouse and garage, 267 & 269 S. 4th.

ST. LOUIS—Minneapolis Honeywell Regulator Co., 4030 Chouteau Ave., office and warehouse.

SPRINGFIELD—City, Burns and McDonnell, plan power plant.

NORTH CAROLINA

BURLINGTON—Burlington Mills, decorative fabrics mill and warehouse.

CHARLOTTE—Carolina Transfer Storage Co., warehouse, \$30,000.

CHARLOTTE—Nick D. Kaperonis, garage building.

CHARLOTTE—Roadway Express, Inc., trucking terminal.

CHARLOTTE—Southern Radio Corp., headquarters bldg., \$260,000.

CHERRYVILLE—Dora Yarn Mills, addition.

CONCORD—DeWitt Motor Co., sales and service building.

DREXEL—Drexel Furniture Co., construction of rough end mill.

DURHAM—Liggett & Myers Co., research laboratory bldg.

GASTONIA—Ragan Spinning Co., extension to mill bldg.

GREENVILLE—Greenville Utilities Commission, power plant equipment and construction additions to Municipal power plant.

HENDERSON—Carolina Bagging Mill, warehouse.

HILLSBORO—Piedmont Electric Membership Corp., building, \$46,371.

LEXINGTON—Davidson Electric Membership Cooperative, office building, one-story.

RAMSEUR—Guern Mills, Inc., plans woolen mill south of Ramseur City limits.

ROCKINGHAM—Pee Dee Electric Membership Corp., branch office bldg.

VADESBORO—Pee Dee Electric Membership Corp., headquarters building.

WEST DURHAM—Erwin Cotton Mills, Co., apparatus rooms for air conditioning equipment being installed in plants 1 and 4.

OKLAHOMA

OKLAHOMA CITY—Kraft Manufacturing Co., Commerce Exchange Bldg., produce and manufacturing building.

SALLISAW—Chevrolet Agency, one-story sales and service building, \$25,000.

TENNESSEE

CHATTANOOGA—E. S. Pipe & Foundry Co., Burlington, N. J., will expend \$300,000 on improvements.

COPPERHILL—Tennessee Copper Co., new building, \$25,611.

FAVETTESVILLE—Kraft Foods Co., Chicago, Ill., plans cheddar cheese factory.

LANCASTER—Corp of Engineers, accessory electrical equipment.

MEMPHIS—Buckeye Cotton Oil Co., Jackson Ave., addition to office, \$60,000.

MILLINGTON—Memphis Light Gas and Water Commission, plans sub-station, \$352,335.

NEW JOHNSONVILLE—Senate Appropriations Committee, approved Tennessee Valley Authority's proposal to build steam plant, \$2,500,000.

OAK RIDGE—U. S. Atomic Energy Commission, proposed uranium plant, \$70,000,000.

SOUTH CAROLINA

ANDERSON—Duke Power Co., steam plant.

CAMDEN—Atlantic Greyhound Corp., P. O. Box 2533, Charleston, W. Va., bus terminal, \$70,000.

CHARLESTON—West Virginia Pulp & Paper Co., pulp plant, \$9,500,000.

CLINTON—Clinton Cotton Mills, office building.

CLINTON—Lydia Cotton Mills, addition to warehouse.

CLINTON—C. Y. Thomson Co., Greenville, office building.

COLUMBIA—Oliver Motor Co., sales and service building.

CONWAY—Horry Electric Cooperative, Inc., headquarters building.

MONCK'S CORNER—Berkshire Woolen Mills, Corp., factory, \$300,000,000.

NEWBERRY—Kendall Mills, addition to mill.

NEWBERRY—Oakland Mills, addition to plant, \$1,500,000.

PAGELAND—Lynch River Electric Cooperative, Inc., headquarters building.

ROCK HILL—Herald Publishing Co., newspaper building, \$120,000.

WINNSBORO—Fairfield Electric Cooperative, headquarters facilities, \$50,000.

(Continued on page 68)



"Stay out of here folks....
this hot stove will fry you!"

WHEN the first gas range, with its promise of a cool kitchen, was exhibited at the Philadelphia Centennial Exposition in 1876, little did its sponsor dream of a market of 21,000,000 homes. For that is the extraordinary number of residential customers now served by gas for cooking, refrigeration, or home heating.

Water supply and sanitation also made extraordinary progress in the half-century since 1899, the year our Company was established. Today, 12,000

water works furnish 85 million people with a dependable supply of safe, palatable water. Over 6,000 sewage treatment plants contribute to the health of the nation.

In these three progressive branches of public service—gas, water supply and sanitation—are customers who have been buying pipe from us for 50 years. They know that we, also, have made signal progress, from decade to decade, in developing and perfecting better methods for the production of better pipe.

To those responsible for the great progress in water supply, gas and sanitation service and their contribution to better health and living over the past fifty years, America pays tribute.



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Makers for 50 years of cast iron pipe for water, gas and sewerage service. General Offices: Burlington, N. J.

WASHINGTON REPORT

BUSINESS CONDITIONS:

THE economic "dip" likely will be a matter of history in another month, most federal economists and many private observers here are saying hopefully to each other.

Every year since V-J Day, business has hesitated around January and February, peered ahead cautiously, and then has gone on to greater heights. There's no inclination to predict "peaks" in any field—except peacetime aircraft production—this year, but many economic and political observers feel sure that the economy will bounce upwards.

Dr. Edwin G. Nourse, chairman of the President's Council of Economic Advisers, leads the procession in getting out on the limb in this prophecy. He says:

"1949 should show a sustained volume of consumer spending and hence employment only very moderately below last year, production even higher, and prices adjusted to a better structure and a level somewhat but not seriously below the peaks of 1948."

It's obvious that the "long slide downward" that many Republicans and a lot of commentators suggested but refused to predict two months ago is not coming to pass. **Employment already is beginning to pick up.** A survey by the Federal Security Agency of employer judgment indicated that most private businessmen feel employment will go up moderately, beginning April 15.

If the collective judgment of millions of Americans with money in the bank is that no greater "depression" is in prospect, it will restore a lot of confidence, start a new wave of restrained spending. People do have money to spend. And Uncle Sam is going to spend plenty.

CONSTRUCTION, it is evident, is going to be the pace-maker this year.

Department of Commerce statistics prove that there will be more construction—and a great deal more public construction—this year than in 1948. Privately-

owned public utilities put in place \$176 million in new construction in February, 11 per cent more than in the same month last year. Publicly-financed construction in February was 49 per cent more than in February, '48.

It's still possible—in view of the way Congress is tearing up rent controls for all but a few large cities and states—that more apartments and private dwellings will go up this year than last. Although construction costs are up (except for labor), actually many economies caused by a full supply line have enabled builders to cut the cost of home-building around 10 per cent.

W. E. Reynolds, U. S. Commissioner of Public Buildings, points out that America has 7,000,000 substandard housing units in need of replacement. All indications, he believes, point to continued high levels of building activity for years to come.

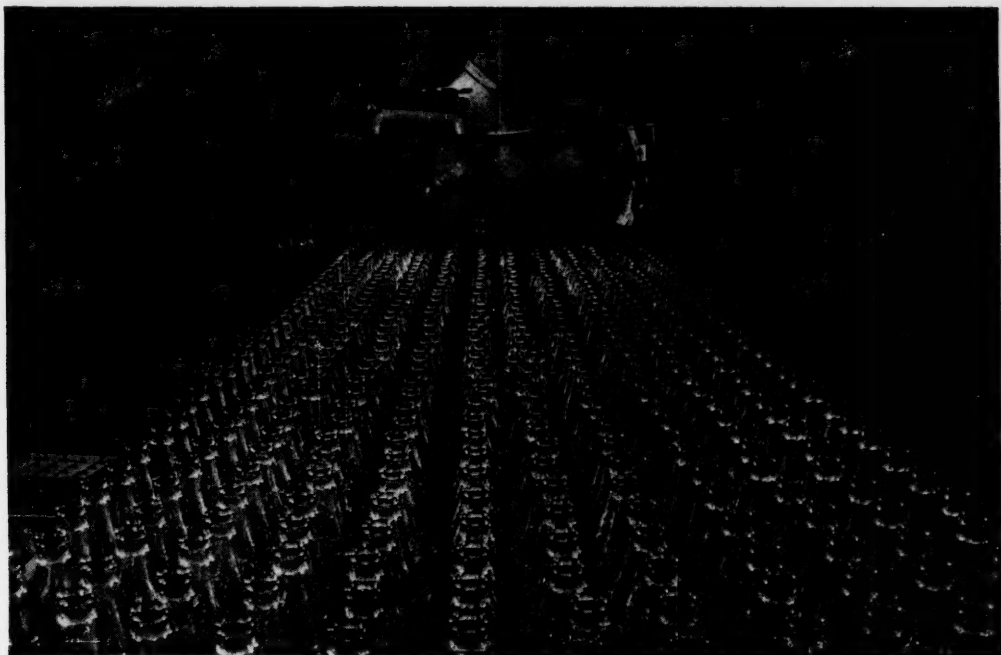
Last year, \$17.6 billion was spent on new construction, with \$6 billion being spent on renovations and repairs to existing structures. It's likely that \$25 billion will be the total for both items in '49.

LAST election proved nothing so much as that the people are confused and that millions of them are too disgusted to vote for either major party, shrewd inside observers in Washington now have finally decided.

It's apparent that, with less than a majority of the votes cast, President Truman received no "mandate" to do anything except sign official papers and to carry out the protocol of his office.

The very surprise of his election bowled over many a Congressman who was re-elected, causing him to consider voting for legislation he hitherto may have fought. Now, Congressmen are taking a hard, second look, and they aren't so sure that they were right when they considered that the election last fall represented a sharp turn to the left. Business interests, which went to sleep all summer, woke up with a start and they have been getting

BUSINESS BRIEFS: John R. Allison, of Gainesville, Fla., has resigned as Assistant Secretary of Commerce for Air to go back into private business . . . Congress of Industrial Organizations has called on Congress to pass a greatly-enlarged system of "cradle to the grave" social insurance . . . **Senator Burnet R. Maybank (D-S. C.), chairman of the Senate Committee on Banking and Currency, is going into a subject with which Congress has wrestled for decades, even generations—the "spread" between the cost of raw materials and the cost of consumer goods . . . Want to take a course on the design of electronic digital computing machines? It's available (in 48 lessons) through the Office of Technical Services of the U. S. Department of Commerce . . . Postal increases recommended by the Post Office Department are doomed to oblivion, but increases will come, even if Congress overlooks the P. O. Department's ideas . . .**



BEVERAGE BOTTLES FOR THE NATION

Starting nearly fifty years ago with \$30,000 capital and skilled blowers to blow the glass by pipe and mouth, THE CHATTANOOGA GLASS COMPANY has paralleled the rapid growth of the carbonated beverage industry as one of its principal suppliers of bottles.

Producing 14,400,000 bottles per month, the Company ships in carload lots into every state of the union. Its bottles are used by all the well-known soft drink companies, as well as proprietary medicine manufacturers; its glass containers by preserving and kindred lines, and its fruit jars by the home canning industry.

Raw materials for glass, such as silica sand, potash of soda, borates, phosphates, and metallic oxides, are found in abundance in Tennessee. The Company's well equipped laboratory is constantly pioneering better and stronger glass, with the result that Chattanooga Glass is known throughout the bottling industry as a product of extreme toughness.

With a modern plant equipped with the latest automatic machines, The Chattanooga Glass Company today ranks as one of the leading manufacturers of carbonated beverage bottles in America.

This is another advertisement in the series published for more than 10 years by Equitable Securities Corporation featuring outstanding industrial and commercial concerns in the Southern states. Equitable will welcome opportunities to contribute to the further economic development of the South by supplying capital funds to sound enterprises.

NASHVILLE
DALLAS
KNOXVILLE
BIRMINGHAM
NEW ORLEANS
MEMPHIS

EQUITABLE
Securities Corporation

NEW YORK
HARTFORD
CHATTANOOGA
GREENSBORO
AND
JACKSON, MISS.

BROWNLEE O. CURREY, *President.*

322 UNION STREET, NASHVILLE 3.

TWO WALL STREET, NEW YORK 5.

SALUTE TO THE LEADERS

Listed below are the South's 50 largest banks, on the basis of deposits at December 31, 1948. We salute these leaders, and wish them many years of continued growth and prosperity.

		Deposits at 12-31-48
1	Whitney National Bank New Orleans	\$339,429,053
2	First National Bank Atlanta	312,108,041
3	Republic National Bank Dallas	311,745,430
4	First National Bank Dallas	309,088,070
5	The Citizens & Southern Natl. Bank Atlanta	294,975,951
6	Wachovia Bank and Trust Company Winston-Salem	261,749,475
7	Union Planters National Bank & Trust Co. Memphis	251,352,238
8	The First National Bank Birmingham	227,469,790
9	First National Bank Houston	221,815,205
10	Mercantile National Bank Dallas	208,892,942
11	The National Bank of Commerce Houston	201,352,567
12	Citizens Fidelity Bank & Trust Co. Louisville	186,388,613
13	The Second National Bank Houston	185,964,451
14	The First Natl. Bank and Trust Co. Tulsa	183,067,963
15	The First Natl. Bank and Trust Co. Oklahoma City	181,289,762
16	The First National Bank Memphis	180,001,653
17	The American National Bank Nashville	173,718,903
18	The Fort Worth National Bank Fort Worth	168,363,572
19	National Bank of Tulsa Tulsa	162,851,527
20	The City National Bank Houston	160,564,430
21	American Trust Company Charlotte	151,236,545
22	The South Carolina National Bank Charleston	150,189,692
23	First & Merchants National Bank Richmond	150,189,067
24	The First National Bank Fort Worth	142,673,037
25	First-Citizens Bank & Trust Co. Smithfield, N. C.	137,830,471
26	The National Bank of Commerce New Orleans	132,742,373
27	The First National Bank Miami	128,182,793
28	First National Bank San Antonio	127,732,385
29	The Hibernia National Bank New Orleans	123,901,117
30	Hamilton National Bank Chattanooga	121,013,050
31	State-Planters Bank & Trust Co. Richmond	120,593,216
32	South Texas Commercial Natl. Bank Houston	115,729,792
33	The Fulton National Bank Atlanta	113,867,921
34	National American Bank New Orleans	112,736,696
35	National Bank of Commerce Norfolk	112,075,870
36	The Atlantic National Bank Jacksonville	112,062,049
37	The First National Bank Louisville	111,951,536
38	Florida National Bank Jacksonville	106,926,563
39	Trust Company of Georgia Atlanta	102,033,726
40	Birmingham Trust National Bank Birmingham	101,335,030
41	National Bank of Commerce San Antonio	98,726,289
42	The First National Bank Shreveport	97,525,227
43	Branch Banking & Trust Company Wilson, N. C.	94,110,873
44	Third National Bank Nashville	93,218,563
45	The Merchants National Bank Mobile	91,860,150
46	Hamilton National Bank Knoxville	88,556,394
47	The Liberty National Bank Oklahoma City	85,256,220
48	Dallas National Bank Dallas	83,594,975
49	Liberty Natl. Bank and Trust Company Louisville	81,142,050
50	Commerce Union Bank Nashville	79,856,758

NASHVILLE
DALLAS
KNOXVILLE
BIRMINGHAM
NEW ORLEANS
MEMPHIS

EQUITABLE

Securities Corporation

BROWNLEE O. CURREY, President.

NEW YORK
HARTFORD
CHATTANOOGA
GREENSBORO
AND
JACKSON, MISS.

322 UNION STREET, NASHVILLE 3.

TWO WALL STREET, NEW YORK 5.

WASHINGTON REPORT (CONTINUED)

in some hard punches on Capitol Hill.

Forces for and against a bigger and bigger government were never more evenly divided on Capitol Hill. Recent developments indicate clearly that party membership will not make men change their minds on economic matters.

Many Democrats, even those from northern states, are surprisingly independent to much of Truman's program. They emphasize in conversations now that they were not elected by riding on his coat-tails. He has lost an enormous amount of his personal popularity on Capitol Hill in recent weeks, but whether that makes much real difference to him or to Congress remains to be seen.

TRUMAN'S PROGRAM:

BUSINESSMEN are wondering if Truman is disappointed over his "civil rights" defeat to the coalition. Odds are that he isn't. As a practical politician, with long years in the Senate behind him, Truman knew what the Southerners and some Republicans would do.

What did it get him? He will have excellent propaganda material in '50 to help the Democrats beat Republicans in northern Congressional districts. The "defeat" hasn't hurt the Democratic party in the north, politically. Fact is, if exploited successfully, it could help them greatly.

President Truman's minimum program (promised last fall, before election) still will go through, impressively. It's due to his generalship, whether he gets the credit or not in so many words.

He'll get the new minimum wage law. Probably at 75 cents, but possibly to be held down to 65 cents.

He'll get federal aid-to-education measure through.

He'll get subsidized public housing to the tune of at least 800,000 units annually, for six years.

He'll get his \$42 billion budget and more to boot.

He'll get a tax increase on corporations, or an alternative.

He has the Marshall Plan aid funds locked up for sure.

He'll get close to \$2 billion, maybe more, to spend on re-arming Europe.

He'll get at least \$16 billion for national defense.

He'll get Social Security coverage broadened for professionals, self-employed small businessmen, some farm workers (on big corporate farms)

and church and charitable workers, plus an increase in payments by employer and employee.

He already has gotten a revision of the Senate rules.

CREDIT CONTROLS:

CONGRESSMAN Wright Patman (D.-Texas), chairman of the House Committee on Small Business, isn't at all satisfied with the few changes made to ease credit by the Federal Reserve Board.

He's going after complete victory, which, to him, means lifting of all installment credit controls.

TAX SETTLEMENTS:

The bill of Representative Wilbur Mills (D.-Ark.), to set up a 25-member tax-settlement board to provide a quick, cheap settlement of tax differences between a citizen and an Internal Revenue agent is receiving a surprising amount of attention.

There's a good chance it will be passed, if the "filibuster" and other delays don't cause too much of a rush on other more important legislation.

The new board would not supplant the Tax Court of the United States, present agency for handling tax disputes, but it would supplement the work of this court.

When a taxpayer disagreed with the agent, or vice versa, on sums too small to carry to court but too great to be overlooked, either could take the case to the Tax Settlement Board, which would arbitrate the case on a basis of equity and not of law.

Under the bill, a taxpayer could appeal to the new board for settlement within 60 days after he had been notified of a tax deficiency. The board, instead of studying the law, would use everyday common sense to arrive at an equitable compromise. The decision would not be binding on either the taxpayer or the Bureau of Internal Revenue (although both could agree to it, if they wished, of course), and either party still could go into the regular Tax Court.

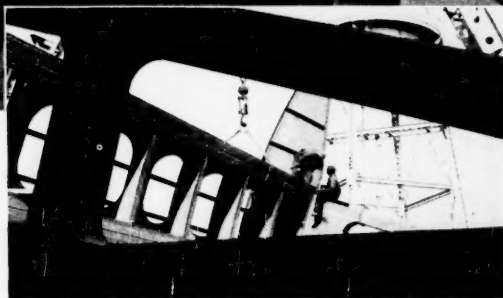
Trouble with the Tax Court is that it is too slow in view of today's needs, according to Congressman Mills. The court handles less than 5,000 cases a year, but the contemplated board could handle tens of thousands expeditiously and fairly for all concerned.



VIRGINIA BRIDGE, BUILDER OF STEEL GATES

Here shown are two views of a 96-ton Radial Gate, one of five under construction at our Memphis plant for the new Angostura Dam at Oral, S. D. Similar gates are being fabricated in the same plant for Davis Dam, Kingman, Arizona, and the Idaho Power Company's Dam, Tuttle, Idaho. Others are under construction in our Birmingham and Roanoke plants for power development projects elsewhere.

Strong, precision-built steel water-control gates of many types are essential to great hydro-



Top: Up-stream side of gate after application of skin plates. Dimensions—30' high x 50' wide, 38' radius

Above: Radial Gate Frame before application of skin plates

electric power and flood control developments, and many of them are manufactured at Virginia Bridge. Whether they are Tainter Gates, Sluice Gates, Intake Gates, Drum Gates, Mitre Gates, Trash Racks, Stop Logs or other types, our broad experience has developed the special know-how and ability to meet the exacting engineering and fabricating requirements that insure perfect fit and smooth operation under pressure.

Virginia Bridge Company



ROANOKE

BIRMINGHAM

MEMPHIS

NEW YORK

ATLANTA

DALLAS

UNITED STATES STEEL

Quotations For Common Stock Follow Diverse Trends

Industrials mixed, while rails

experience severe decline and utilities rise.

By Robert S. Byfield
Financial Editor

DURING the first 12 weeks of 1949 the security markets, though characterized for the most part by dullness, have not performed in a uniform fashion. While many individual stocks have declined, some of them abruptly, yet others have recently gone into new high ground for the year. The various groups of securities have likewise given diverse accounts of themselves.

Rails Down. For example, the Dow-Jones Railroad Average has currently fluctuated around the 48-49 level, which is close to the 1949 low mark of 46.34 reached on February 24th. It is a substantial distance below the January 7, 1949 high of 54.29 and this in turn represented a substantial decline from the immediate pre-election high reached on October 23, 1948 of 62.24. It is not surprising that the railroad issues have not turned in a good performance because present wage negotiations should result in higher operating costs. At the same time traffic has been falling off not only because of declining production of manufactured goods and raw materials, but also because of unseasonable weather in practically all parts of the country. The rails have always displayed extreme vulnerability in the face of a declining business trend. This was the case in 1930 and 1931 and again in 1937. Nevertheless, the present decline has been more abrupt than had been expected.

Utilities Up.—On the other hand, the Dow-Jones Utility Average reached a new high for the year only a few days ago at 35.31, which represented a substantial gain from the 1949 low of 33.36 and was not far from the November 1st Election Eve closing figure of 35.74. In October 1948, the last full month before election, the Utility Average ranged between 34.46 and 35.75, so that just now it may be said that utility shares have recovered all the ground they lost after the election. The

extraordinary nature of this showing becomes evident when the attitude of the Truman Administration towards the utility industry is re-examined in the light of statements made in recent months by high officials in Washington advocating the development of Public Power projects. Of course, not much of the inherent bias against the privately owned electric light and power companies has actually been translated into legislation on the books, but a multiplicity of plans for various Valley Authorities are being talked about and the House has approved an initial appropriation for the building of the TVA steam generating plant at New Johnsonville, Tenn., to which we referred in last month's issue of the MANUFACTURERS RECORD.

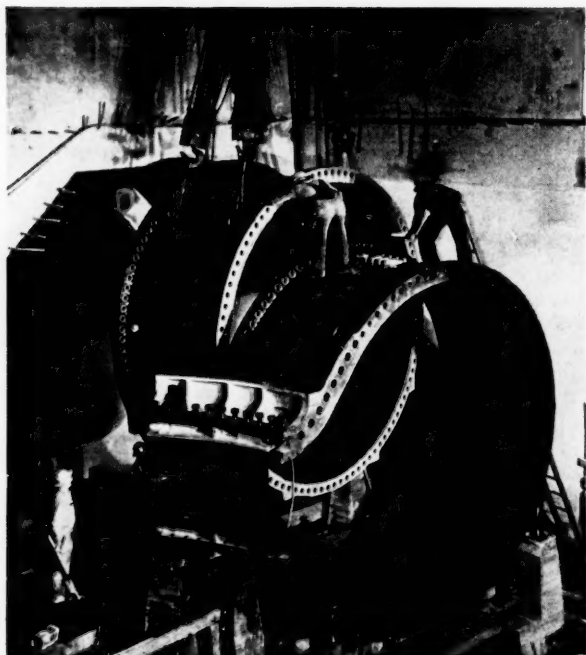
Furthermore, it is only fair to point out that a great many common stocks of electric light and power operating companies have themselves run ahead of the Utility Average, particularly some of the less seasoned equities which were until recently owned by holding companies and have had the benefit of a quoted market for relatively short periods of time. The Dow-Jones Utility Average comprises 15 issues, necessarily of a heterogeneous nature, and containing such diverse natural gas stocks as Columbia Gas System, Consolidated Natural Gas, Panhandle Eastern Pipe Line and Peoples Gas Light & Coke Co. of Chicago. While these are all high grade issues, Columbia Gas and Consolidated Natural Gas are, in our opinion, of an investment character and somewhat pedestrian. Panhandle Eastern Pipe Line, while it merits an investment rating with what we believe to be bright long term speculative possibilities, has been held down by the current legal battle between this Company and the Federal Power Commission. Peoples Gas Light & Coke with definite growth possibilities is a high priced issue with relatively few

shares outstanding. As far as the electric issues are concerned, Pacific Gas & Electric and Cleveland Electric Illuminating are both under pressure just now because of the issuance of rights. Consolidated Edison, hardly a star performer, is having rate difficulties. Southern California Edison only just now is emerging from a series of non-recurrent special expenses because of a change in frequency.

In other words, if one were to take advantage of the current trend in the electric light and power industry, one would choose issues not represented in the Average. Likewise one would have invested in more dynamic issues such as Tennessee Gas Transmission, Texas Eastern Transmission, Northern Natural Gas and Southern Natural Gas to benefit from certain developments in the natural gas industry. These are the reasons behind our belief that the Dow-Jones Utility Average has not fully portrayed the excellent performance of many utility issues since the first of the year.

Industrials Steady.—Quotations for the better grade of industrial shares have been steadier than those for railroad stocks, but have not produced such cheerful results as have the utility stocks since Election Day. Recently the Dow-Jones Industrial Average has been around the 174-176 levels, roughly midway between the 1948 low of 165.39 and the high of 193.16. Oddly enough it is also about midway between the 1949 low of 171.10 and the high of 181.54. Coupled with a low volume, the performance of the industrials represents an unusual degree of indecision. Furthermore, the number of issues making new highs for the year has about balanced the number of issues making lows.

Deflation Replacing Inflation.—All of this does not mean that business conditions as distinct from stock market quotations have been unaltered. Protestsations of high Washington authorities notwithstanding, we are definitely in a period of declining commodity prices, worldwide in scope. It is more than a coincidence that pipelines of goods in the United States should be filling up precisely when the French, the English and others are suddenly discovering that the shortages of many commodities of which they have been complaining for many years have turned into sufficiencies of supply. It is little wonder, therefore, that much of the program of the Truman Administration which was designed to combat inflation must be revised to combat the deflation which is creeping into the economy day after day. A certain amount of face saving is, of course, necessary under the circumstances, but the investment public is naturally awaiting a much belated recognition of what has happened before it is willing to risk commitments in industrial common stock equities, and rightly so.



RECORD OUTPUT FOR GRAND COULEE USING NEWPORT NEWS TURBINES

DURING 1948 the nine generating units in the west power house at Grand Coulee in the state of Washington produced 8,415,000,000 KWH.

Each generator was driven by a 150,000 horsepower hydraulic turbine built by Newport News.

Nine similar turbines, but of 165,000 horsepower capacity are now being built for the east power house.



WRITE FOR BOOKLET
ON "WATER POWER
EQUIPMENT"

NEWPORT NEWS SHIPBUILDING AND DRY DOCK COMPANY
NEWPORT NEWS, VIRGINIA

LEGAL HIGHLIGHTS

GEOGRAPHIC PRICING

ANSWERING specific inquiries from the New York Chamber of Commerce the Federal Trade Commission recently stated its policy on certain phases of pricing systems. While these replies are rather general they may assist somewhat in the formulation of company policies. For instance,

1. In the view of the Commission a single enterprise may use any pricing practice it chooses, single or multiple basing point, unless such practice involves price discriminations which injure competition within the meaning of the Clayton Act. This limitation refers, perhaps, to the collection of phantom freight.

2. "The Commission does not advocate the imposition of a requirement that business enterprises price their goods f.o.b. mill or that they use any other form of geographic pricing practice. * * *

3. "No pricing formula—neither f.o.b. mill pricing nor any other—is automatically free from or automatically subject to a charge of conspiracy. The question before the Commission in considering the record in any such case is whether or not a conspiracy actually exists. Whether or not a particular formula or instrument was used to give effect to conspiracy is an incidental matter. However, some pricing practices are easier to use for price-fixing purposes than are others. Basing point practices can be readily used for price fixing and are hard to maintain over long periods of time without conspiracy."

DIVERTING SHIPMENT—DEMURRAGE

WHEN instructing a carrier to divert a shipment, do not request additional service by the carrier unless such services are covered in the carrier's published tariffs. To illustrate: Upon the consignee's refusal to accept, the shipper requested the railroad to remove the rejected car from consignee's siding, weigh it and if found to contain original weight then to divert to shipper at another point. The railroad refused to comply with the request, the shipper abandoned the shipment and the railroad sold the contents of the car at public auction. The Interstate Commerce Act requires the carrier to publish its tariffs and prohibits it from extending any privileges or facilities in the transportation of goods except those specified in its tariffs. In the case stated the carrier was requested to act as shipper's agent in determining the weight of the contents of the car and in deciding whether to divert it. No applicable tariff covered such services nor had it offered to perform such services for all shippers. Under these facts the carrier could not comply with the request to divert unless such request was in writing and unconditional. Accordingly, the shipper was liable for demurrage up to the date of sale of the contents of the car.

CONTRACTS—WHEN ACCEPTANCE OF OFFER BECOMES EFFECTIVE

A CHANGE in the regulations of the Post Office Department may have altered a well established rule of contract law. Under the old regulations when a letter was deposited in the mail it was beyond the control of the sender. So when an acceptance of an offer (e.g. a purchase order) was put in the mail, a binding contract between the parties

was by that act and at that time completed. But the new Post Office regulation provides that any person depositing a letter in the mail may reclaim it and may even require the postmaster at point of sending to wire the postmaster at point of destination to return the letter and that the Post Office Department will be required to return it to the sender. While there were other questions involved in a case before the Court of Claims (*Dick vs. U. S.*, decided February 7, 1949) the Court indicated that in view of the change in its regulations, the Post Office may be regarded as the agent of the sender and that an acceptance of an offer may not result in a binding contract until actual receipt by the addressee.

CLOSED SHOP—STATE LAWS

ON March 7, 1949, the Supreme Court in a 7-2 decision, had occasion to pass upon the Wisconsin Labor Law, which declared it an unfair labor practice for an employer to aid in maintaining membership in a labor union by discrimination in hiring, tenure or other terms or conditions of employment, but provided that such prohibition should not prevent an employer from entering an all-union agreement where at least two-thirds of the employees by secret ballot in a referendum conducted by the board shall have voted in favor thereof. There was no such referendum and this proceeding was against an employer who discharged an employee for failure to pay union dues. The employee then filed a complaint with the Wisconsin Board. At every stage of the proceeding the employer and the Union contested the jurisdiction of the State Labor Board on the ground of the exclusive authority of the National Labor Relations Board. The proceeding was brought and the order of the State Board issued while the Wagner Act was in effect, but in disposing of the case the Court held it necessary to also consider the Taft-Hartley Act. The decision announced by the Court is important in view of impending changes in the Federal labor laws. The significant points in the opinion may be summarized as follows:

1. Until the question of the "closed shop" in industries engaged in interstate commerce (and at present most industries are held to be so engaged) is preempted by Congress, the States are free to characterize any wrong of any kind by an employer to an employee, whether known to the common law or created by statute, as an "unfair labor practice."

2. The Wagner Act did not nullify State laws forbidding the "closed shop" or forbidding the voluntary agreement to maintain the "closed shop" unless certain conditions were first complied with.

3. The fact that the Taft-Hartley Act forbids the "closed shop" and strictly regulates the conditions under which a union-shop agreement may be entered into, does not indicate what Congress has preempted this field to the exclusion of the States. On the contrary the freedom of the States to legislate was expressly recognized in section 14(b) of this Act.

It follows, therefore, that the repeal of the Taft-Hartley Act and the re-adoption of the Wagner Act without amendment as to the "closed shop" and union maintenance agreements, will not nullify State laws on these subjects. (*Algoma Plywood etc. Co. vs. Wisconsin Emp. Relations Board*).



The 80,000 Eyes of Shih Huang-Ti . . .

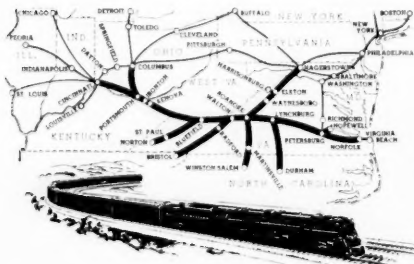
The Chinese Emperor, Shih Huang-Ti, posted a sentinel in each of the 40,000 watchtowers built in and near his empire's first line of defense — The Great Wall of China. Through blizzards and blazing sun, day and night, 80,000 eyes watched for the first threat to the safety of China. This is one of the *greatest examples of human vigilance known to the world.*

But men learned that the human eye cannot be everywhere and observe everything. In the progress of the world, men have created thousands of instruments of watchfulness to increase safety and sureness in a world on the move.

One of the greatest examples of modern watchfulness is the railroad. On the Norfolk and Western, trains are moving every minute of the day and night, carrying people and the things they use. Many thousands of "eyes" which never tire, guard their movements. "Eyes" of research — chemistry, physics, electricity and electronics — all are used in the job of good railroading . . . "eyes" that control switches and signals which shepherd the safe movement of trains . . . "eyes" that test and bore into

the heart of materials, searching for imperfection — "eyes" that inspect, detect, and help build safer track and roadbed — "eyes" of electric fences to warn of track obstructions. These are just a few of the thousands of "eyes" on this railroad, which are constantly on the alert to protect traffic . . . and to help provide better and better transportation service for the passengers and shippers of the Norfolk and Western Railway.

The Great Wall of China dates from the Third Century, B. C. It extends along the northern frontier of China, on a zig-zag course. Its total length is estimated at 2,550 miles, with 25,000 built-in watchtowers and 15,000 detached ones. In most places, it is approximately 17½ feet thick and 16 feet high. Built of two parallel walls, it is filled in with earth, stone, and the bodies of a million men who died in building it. The Great Wall contains enough material to build a barrier 8 feet high around the world — and, according to some scientists, it is the only work of man that would be visible from the moon.



Norfolk and Western RAILWAY

PRECISION TRANSPORTATION

MANUFACTURERS RECORD FOR

LITTLE GRAINS OF SAND

*"Little drops of water, little grains of sand,
Make the mighty ocean, and the pleasant land."*

The Cover-up Boys. Every man who was in any way associated with the Teheran, Yalta, Potsdam conferences and with the Stilwell-Marshall policy in China resents constant reference to them. They would prefer to have them forgotten. But many of these persons remain in public office and they pursue policies which have their roots in those conferences and they pursue them to save their own faces and the reputations of their former associates, some of whom are dead. These men should acknowledge their mistakes and make every effort to correct them. Failing this, they should be removed from any position of trust in order to safeguard the national welfare.

Black is Black. Communists, socialists, facists and their allies who like to believe that their collectivist thoughts are liberal have a strange and contradictory attitude toward the question of monopoly. They think it is wrong—and of course it is. But to cure this wrong they think it is only necessary to change the control of the monopoly. If the managers are the hirelings of stockholders, they are bad men whom the law should punish. But if the same men become the hirelings of a government, they are somehow purified.

The Proper Cure. The President's excuse for Governmental intervention in the housing industry is the admitted fact that building costs are now exorbitant. He is certainly on firm ground when he urges "all elements of the building industry substantially to lower costs." Doubtless, he knows that the major reason why housing prices are too high is that labor monopolies in the construction field have cut production per man to absurdly low levels while at the same time raising sharply the pay per man hour. Why does the President not suggest the obvious remedy—the elimination of the labor monopolies causing the trouble?

Road to the Almshouse. It would be well for the federal administration and those legislators who favor both increasing and expanding the payroll tax erroneously labeled "social security" to bear in mind that social security is not a substitute for employment at useful work. It is not a substitute for the production of goods and services desired by the people. Social security benefit payments cannot bring

security unless other persons and other groups of our society are producing the goods and services called for, not only by those who are working, but also by those benefiting under the program.

Ridiculous or Planned. It is high time that the government eliminate the contradiction involved in developing policies which increase the demand on industry for production and in imposing a tax structure which is designed to discourage investment in industry. It certainly does not make sense for the country to adopt international and domestic programs which can be successfully carried on only by an enormous increase in production and, at the same time, impose stiff special tax penalties upon anyone who attempts to derive income by becoming a part owner of American industry.

The Cupboard was Bare. Were it not for one small factor, we'd have gotten a big kick out of a recently made suggestion. It seems that Walter Reuther, whose theories are often as red as his hair despite his frequently avowed distaste for communism, thinks it would be a fine idea for the federal government to use surplus aircraft manufacturing facilities to turn out prefabricated houses. How was it all to be financed? He suggests that the money be borrowed from the Social Security Trust Fund.

Great must have been Mr. Reuther's chagrin when he learned that the New Deal and the Fair Deal had beaten him to it, and that the Trust Fund contained little besides IOU's. Since the beginning, Social Security money has been spent as fast as it has come in, apparently with the idea that in the future years we would have forgotten about the Trust Fund and would be ripe for further taxation.

The one small factor that keeps our enjoyment from being perfect is that the affair revolves around *our* money.

Government Schemes Unnecessary. There are now more than 30 million members of various voluntary hospitalization insurance plans in the United States. This is the American way to improve health care. It is the answer which our people are

A monopoly is a monopoly be it
created by a John D. Rockefeller
or a John L. Lewis. It is the deadly
enemy of all free men and free
institutions.

(Continued on Page 30)

Efficient Low-Cost LINK-BELT Screw Conveyors Reduce Handling Costs of Bulk Materials



HELICOID



SECTIONAL FLIGHT



RIBBON



STAINLESS STEEL



DOUBLE FLIGHT



MIXING PADDLES

• Screw Conveyors have a wide variety of applications. Also there are many types of screw conveyors. Selection of the proper type is of utmost importance to you, to give you the full advantage of their simplicity, compactness, efficiency, convenience, durability, and clean, dust-tight, trouble-free operation. Submit your problem to "screw conveyor headquarters" for an unbiased recommendation.

COMPACT: take less space than other types of conveyors; no return run.

DUST-TIGHT: tight covers and joints, dust seals and Link-Belt cover clamps keep dirt out, keep dust inside.

SIMPLE: no elaborate chutes, skirting, etc.;

simple loading spout enables conveyor to regulate input of material to its carrying capacity.

ECONOMY: first cost, installation, and maintenance are all low; and Link-Belt screw conveyors can be made as durable as necessary for the materials handled.

11,200

LINK-BELT COMPANY

Chicago 8, Indianapolis 6, Philadelphia 40, Atlanta, Dallas 1, Minneapolis 5, San Francisco 24, Los Angeles 33, Seattle 4, Toronto 8. Offices, Factory Branch Stores and Distributors in Principal Cities.

LINK-BELT SCREW CONVEYOR
COLLARS • COUPLINGS • HANGERS • TROUGHS • BOX ENDS • FLANGES • THRUSTS • DRIVES

Mining Town—MODERN STYLE



This pleasant community is a good example of how living as well as working conditions of miners have changed with the development of modern, mechanized mines.

Take the attractive homes in this picture, for instance. While they're nestled high in the scenic hills above the mine mouth and modern preparation plant, obviously there aren't enough of them to house all the mining families required by this big coal operation. But note the centrally located parking lot near the tipple with its many miner-owned cars in which the men have driven to work. For with new, improved roads that make even this rugged country more easily accessible, miners no longer need to live right next to the coal mine. Today, about two-thirds—over 260,000—of the nation's bituminous coal miners either *rent from private landlords or own their own homes*, and home ownership among miners generally continues on the increase.

Modern mining practices are a far cry from those of "pick and shovel" days. Today mines are "blueprinted" far in advance of construction. Backed by facts learned from geological surveys, mining engineers can accurately plan mine construction, without running into costly alterations due to otherwise unexpected faults in rock and coal seam formations.

Such production planning underground permits speedy handling of coal from seam to surface for washing, grading, and combining in "continuous flow" preparation plants. The result is mass production of many grades of coal, each giving maximum heat per ton in modern industrial and home heating plants.

BITUMINOUS COAL

BITUMINOUS COAL INSTITUTE

A DEPARTMENT OF NATIONAL COAL ASSOCIATION
WASHINGTON, D. C.

BITUMINOUS COAL . . . LIGHTS THE WAY . . . FUELS THE FIRES . . . POWERS THE PROGRESS OF AMERICA

APRIL NINETEEN FORTY-NINE

SPACED *for Safety*



Dispersion

AMERICA'S PLAN
FOR INDUSTRIAL SAFETY

MISSISSIPPI



Offers Industry Room for

★ PROFITABLE PEACETIME
PRODUCTION

★ MAXIMUM WARTIME
PROTECTION

Since America's future safety lies in the security of its industrial machinery, industrial leaders are being urged to adopt a progressive dispersion plan built around normal expansion and obsolescence factors. Mississippi offers industry space for expansion without danger of overcrowding. Two other major factors favoring a plant site in Mississippi are:

- Access to the world's largest reserves of natural gas and adequate power service.
- A reservoir of intelligent rural labor, willing and able to work.

For specific information concerning your requirements write.

MISSISSIPPI AGRICULTURAL & INDUSTRIAL BOARD

New Capitol Building—Jackson, Mississippi

LITTLE GRAINS OF SAND

(Continued from page 27)

choosing of their own free will to make to the propagandists for socialized medicine. In one state, Maryland, one out of every three residents is a subscriber to the Blue Cross. Last year alone, membership increased 12%—65,104 persons. The January 1, 1949 total is 616,741 Maryland Blue Cross subscribers. This is more than telephones (574,531) and more than automobiles (453,079).

The Hornets are Buzzing. Mr. Truman's fantastic pre-election promises made in his frantic effort to gain votes from special interests at the expense of the general public are being delayed in their fulfillment by a Congress that has suddenly realized that patriotic citizens from every walk of life oppose their enactment into law. As Representative Ralph W. Gwinn states it, people everywhere "insist on telling the committees how all this government management affects them. A particularly insistent American wired the Chairman of my Committee on Education and Labor for time to testify. The Chairman wired back that there was no time left for him. He returned a hot one saying, 'the hell there is no more time. Whose Congress is this anyway?' He got the time. Hearings of such witnesses scheduled to last for two or three days have gone on for three weeks. There is no end in sight yet."

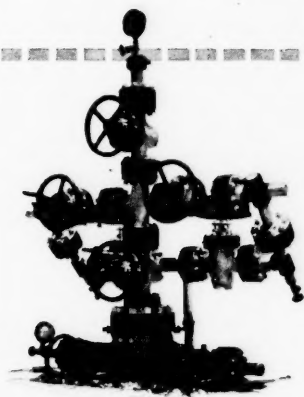
The Time is Ripe. "Conditions for a return to a gold coin standard are most favorable," Dr. Walter E. Spahr, Executive Vice President of the Economists' National Committee on Monetary Policy recently said in an address entitled *Back To The Gold Standard*. "The United States had more than an ample supply of gold to accomplish this very desirable purpose. The ratio of Federal Reserve banks' reserve of gold certificates to their note and deposit liabilities is approximately 50 per cent. That is twice the legal requirement. Their surplus reserves on February 16 were over \$11.5 billion in gold certificates. The ratio of our gold stock to all non-gold money and to all bank deposits is about 13 per cent. The average for 1915-1932 was about 8 per cent."

"A restoration of the gold coin system, at our present rate of \$35 per ounce of fine gold," Dr. Spahr pointed out "should be a potent force in ending our march toward Socialism or toward more and more government management of our economy and people in some other form."

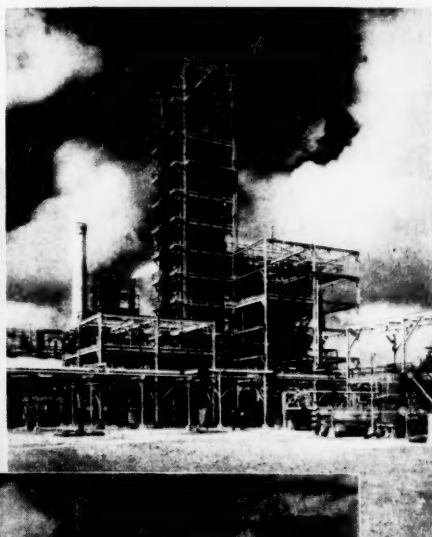
Wage Raises Unjustified. Little evidence can be found that productivity for manufacturing as a whole has increased during the past two years, according to an analysis of the productivity record which recently has been completed by the National Industrial Conference Board. Since 1939 the over-all gain in production per hour of labor input has averaged less than 1% a year. The accompanying increase in labor cost per unit of production has

(Continued on page 34)

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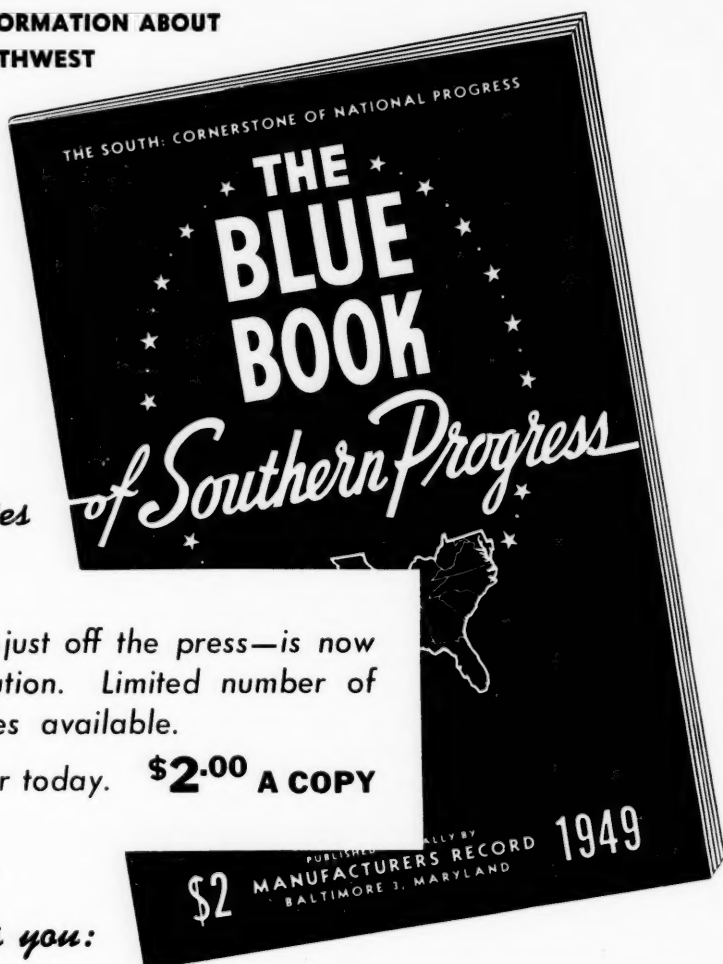
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LITTLE GRAINS OF SAND

(Continued from page 30)

averaged about 11% a year. There are, of course, the Board notes, "some segments of manufacturing in which productivity has advanced considerably since 1946. But for all manufacturing combined, the impact of the postwar surge in hourly wage rates or unit labor cost has not been offset or even significantly retarded by gains in output per man hour." In the closing months of 1948, unit labor costs for all manufacturing were about 100% higher than before the war, fully a fifth higher than in 1946, and 10% higher than in 1947.

What Price Security. It is the verdict of history that when a government loses confidence in the capacity of its people to rule and to provide for themselves, and proceeds to coddle and pamper them and to shield them against the storms of life, the wealth-creating power of the people is undermined, personal initiative is smothered, and incentives seriously impaired or destroyed. The end result is that the nation becomes impoverished and free enterprise and self-government are engulfed in some form of regimentation.

Before turning our backs upon the system that has served us so well, we should ponder now, before time has run out, on the price that must be paid should we heed the siren voices of those who would lure us onto the rocks of slavery. We should be warned that government planning through the ages invariably shows that one step leads to another until finally the entire economy and all institutions are brought under the iron rule of bureaucracy headed by a dictator.

Tarred with the Same Stick. Congressional leaders expect the forthcoming rent control law to incorporate a ban on mass evictions of tenants from rental properties. An interesting point in principle arises in any consideration of this matter. Since mass withdrawal of rental housing from use constitutes nothing more nor less than a strike on the part of landlords, what is more reprehensible about landlords striking against the public welfare than for, say, coal miners to strike against the public welfare? Is it a greater wrong, in other words, to threaten groups of people with loss of shelter than to threaten millions of people with loss of heat, light and power?

How True! "Just one word or two on taxes. Well, I know something of taxes. For three years I have been going up and down this country preaching that government—federal and state and local—cost too much. I shall not stop that preaching. As an immediate program of action we must abolish useless offices. We must eliminate actual prefunctions of government—functions in fact that are not definitely essential to the continuance of government. We must merge, we must consolidate, subdivisions of government, and, like the private citizen, give up luxuries which we can no longer afford."—FDR, Acceptance Speech, Chicago, July 2, 1932.

LONG VISTAS



Cotton Mill Building, Johnson, S. C.

and a slightly tilted roof

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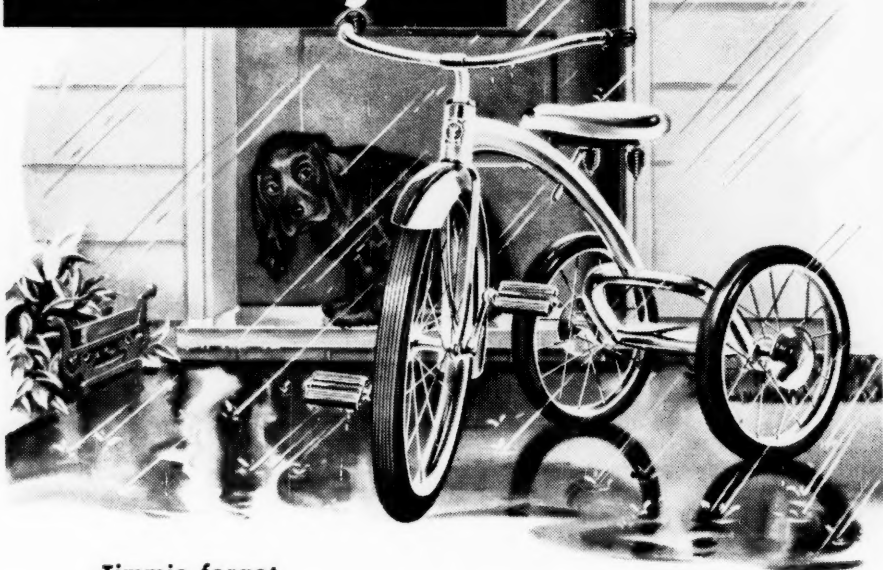
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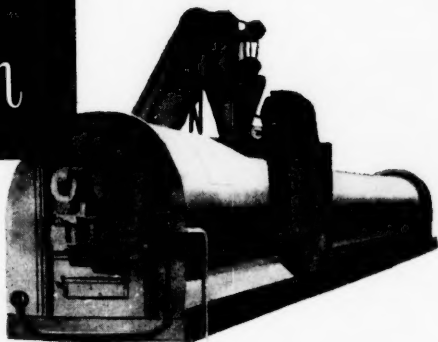
RESEARCH—Accurate, scientific knowledge will play an important part in finding new uses for southern agricultural products, and in the development and conservation of southern resources. That's why T.C.I. devotes much time and effort to gathering and publicizing information that will help southern farmers and businessmen. That's why T.C.I. appreciates the good work being done by agricultural experiment stations, Southern Research Institute, and other organizations and individuals interested in building a more productive South.

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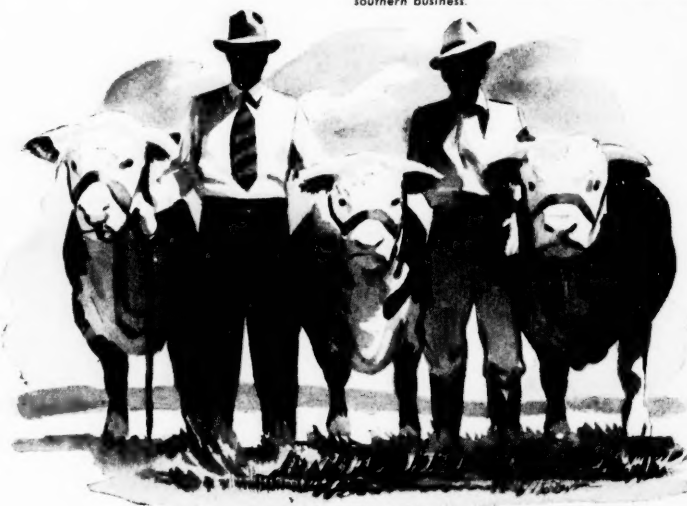
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SMALL BUSINESS—The development of sweet potato dehydrators, grain and seed dryers, frozen food locker plants and similar projects are only a few which T.C.I. has helped to advance in the South. When the South achieves a balance between industry and agriculture, Southerners will enjoy increased purchasing power and a higher standard of living.

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UNITED STATES STEEL



"What Enriches the South Enriches the Nation"

Sweet Land of Liberty

Most of the difficulty in understanding the present political trend of our government to the left stems from the erroneous conception of democracy held by most of our citizens. The United States of America was never intended to be a democracy, because our predecessors knew what so many of us have forgotten, that unlimited democracy destroys not only all hope of individual freedom but even destroys itself.

The framers of the Constitution knew what we have been deceived into forgetting, that democracy, unrestrained, means arbitrary rule by a numerical majority over the whole, leaving the minority absolutely no power to protect itself. It leads to collectivism of the mass in which power resides, and suppression or liquidation of each and all of those individuals who do not conform to the mob pattern. Democracy means the abolition of individual freedom and the substitution of a common pattern of thought and deed from which there can be no deviation. In a true democracy there is indeed a common man, for, by submerging individuality in the mass, all men, except the tyrants they set over themselves, become common.

Nor must it be forgotten that the mob elects tyrants (dictators, if you prefer) once. Thereafter the tyrants dictate their own succession. The majority without leaders is unable to govern, and the leaders once selected become automatically endowed with the power to perpetuate that power which enslaves the majority and wipes out every potential minority.

France during the revolution and the first empire under Napoleon is a perfect historical example of the

functioning and ending of pure democracy. England, unrestrained by a written constitution, is a current example of a nation dominated by the collectivist spirit of that same pure democracy sliding down into the abyss which can end only in dictatorship, bloody revolution, or national suicide.

But we need not look abroad for examples of democracy at work. We have our democratic labor unions right here at home. All of us remember the recent struggle of contending factions for a majority in the U.A.W. which culminated in Reuther's election as its president. We are now seeing the liquidation of the minority that opposed him. Unquestionably, in a few years his control of his union will eventuate in as complete a dictatorship as John L. Lewis, Petrillo and the despots of older unions enjoy.

The American Constitution was designed to insure and perpetuate a system of government that would safeguard the inalienable rights of individuals. It permitted and encouraged each citizen to devote his God-given personal attributes to the advancement of himself (except for carefully defined moral limits) and by that advancement to enhance and promote the welfare of all.

Our government was conceived and designed by the framers of the Constitution to preserve the sacredness of each individual personality. These practical statesmen were also scholars versed in history and the political theories of the past, as well as of their own tempestuous days. They planned to establish a government of the people, by their representatives, for each individual.

LABOR



TRAINING PROGRAMS like this one being conducted by a division of General Electric Co., pay for themselves many times over the long term.

Foremen Training Now, Lessens Threat of Unionization Later

Foremen Trained to be Managers Will Shun the Union Organizer, and Will at the Same Time Know How to Cut Costs

By Sidney Fish

Industrial Analyst

NO personnel problems have more vexing potentialities for management over the next few months than those pertaining to foremen.

If the labor law which is passed by Congress this year requires employers to bargain with foremen's unions, it is likely that some of our largest plants in the auto, steel and other industries will be faced almost immediately with powerful organizational drives. Management therefore must act quickly to install policies which will block such drives in legal ways.

Long-Time Threat—For several years, foremen's unions have pointed a threat at the effectiveness of management. For foremen are a vital part of management. They are the "second lieutenants" on the firing line, who have the job of seeing to it that management's policies are carried out.

Foremen cannot be loyal to two masters. Either they will work loyally and wholeheartedly as individuals who belong on the management team, or they will be responsive to the commands or wishes of a union, or group of unions. In the latter case, the efficiency of the entire organ-

ization would soon be undermined, for the foremen's unions, even if independent at the outset, would soon find their sympathies and their policies interwoven with those of the workers' unions.

Under the Taft-Hartley Act—Foremen's unions could make no headway, for the Act specifically relieved management of the requirement to bargain with such unions. The requirement had been imposed by the Supreme Court in the early part of 1947 in an interpretation of the Wagner Act. Following that decision, foremen's unions demanded contracts in many plants, and actually received them in a few cases, before the Taft-Hartley Act was passed.

Strong arguments are being presented by management against the provision of the Administration's Thomas-Lesinski Bill, which would restore bargaining rights to foremen. The General Motors Corporation has pointed out, for example, that if foremen's unions are organized in its plants, the company will find it absolutely necessary to impose a new layer of supervision over the foremen. The latter would have to be downgraded

to the position of leadmen, and would be stripped of all their responsibilities as an arm of management.

Other companies have pointed out that if foremen were organized, they would occupy a position on both sides of the bargaining table—as representatives of management and as members of a union. Under those conditions, it would be impossible for management to obtain effective administration either of management's rules, or of the labor contract with the rank and file workers.

What Might Happen—How real is the threat of foremen's unions, if the Taft-Hartley provision is repealed? Management spokesmen say that within a very short time foremen's unions would make quick strides in centers such as Detroit and Pittsburgh, and that thereafter, it will require extraordinary zeal on the part of the average company in other areas to keep the supervisors on management's side.

What must management do to meet that problem? First, it must let its voice be heard in Congress so that foremen will not be granted bargaining rights. And second, it must put into effect policies which will make foremen immune to organizational drives, if Congress should override the pleas of management by giving foremen's unions the green light.

Fortunately, the policies of management which are most likely to improve the morale and effectiveness of foremen are the very ones which will make them spurn the organizer who represents the foremen's union.

Advantages of Training—In placing in effect a program which will make foremen highly resistant to unionization, management will at the same time be taking a long step towards increasing efficiency and cutting costs.

The foreman is by far the most important man in his department. If he is properly trained—if he knows the art of human relations—the possibilities of eliminating waste and increasing profits are enormously increased. If the foreman falls down on the job, the entire department bogs down, because he must set the pace, he must provide the guiding spirit. He is the man who is in constant touch with the workers. They spend more of their waking time with him than with their families, and to them he represents the voice of management.

Here are some of the things that top management must do now, to improve the morale of foremen, increase their effectiveness and put them on management's side:

1. Treat foremen as though they are a part of management. Take them into your confidence. Tell them about your business. Ask for their advice on clauses in the labor contract and on production problems. Make the channels of communication with them a two-way affair.

2. Make sure that their pay is adequate. They should receive a fair differential above the pay of the men they supervise. One rule which is acquiring widespread acceptance places the foreman's pay at 125 per cent of the average of the five highest paid workers in his department. In other cases, a minimum of \$250 or \$300 a month is set.

3. The foreman should be given an accurate description and definition of his job and responsibilities. Those duties should be such that he should be in no doubt that he is set apart from the workers.

4. Wherever fringe security concessions have been conferred upon the workers, foremen should be given benefits somewhat better than those of the rank and file. This includes such matters as sick leave pay, life insurance or pensions, vacations with pay, and health and accident insurance.

5. Consider the establishment of seniority rights or severance pay for foremen.

6. Managerial responsibilities should be given to foremen in the administration of their departments. He should be given a voice in hiring, firing, transferring, promoting or demoting workers under him. In too many cases, the personnel department has exclusive authority over such matters, and the foreman is not even consulted.

7. The foreman similarly should be consulted on such questions as ordering supplies and equipment.

8. The foreman should be given a vital part in cost accounting and budget control. There is no quicker way to "make managers out of foremen" than to present them with a detailed breakdown showing excess maintenance expense in their department, substandard production, etc., and let them suggest the remedies in terms of eliminating or transferring workers who are not needed.

In addition, foremen have a vital role in time studies and safety activities.

9. Foremen should be informed before public announcement is made about progress and problems of the business. This can be done through messages from the company head, through regular meetings of small or large groups with company executives, etc. One large company makes a small phonograph record of late developments. Foremen can hear this record by dialing a certain number on the plant phone system.

10. Every opportunity should be given foremen to ask questions, or voice grievances. A member of the management staff should be designated to listen to foremen and to answer their questions.

11. A training program that is tailored to fit the needs of each company should be established. It is in this area that the greatest progress can be made in putting foremanship on a real managerial basis.

Objectives -- The main objective of training programs should be to get foremen qualified for assuming the various responsibilities listed above. As the foreman acquires proficiency in each, his ability to cut costs in his department is increased.

A start can be made in imparting the needed knowledge by distributing carefully prepared loose leaf foreman's manuals, covering the approved methods of handling typical situations. Such manuals can also present company policies, rules, the labor contract, the disciplinary code, etc.

But the foreman's manual, at best, is only the framework on which a basic training program must be built. The conference method of training, in which foremen take turns in solving hypothetical problems has been proven to be the best way to instruct foremen in how to administer their departments.

Procedures—Some companies, such as International Harvester and Warner & Swasey, give foremen the right to decide what training courses they would like to receive first. The foremen, as a group, make selection from a list of subjects. International Harvester has found that one of the strongest factors working for the success of its training plan was the fact that the foremen were given a chance to select the courses of study and the manner of instruction.

The International Harvester foremen drafted a training plan covering five main areas of the foreman's duties: human relations, personnel development, company operations, economics and technical operations.

Under human relations, the foreman decided that the supervisor should be trained in human behavior, how people learn, labor management relations, how to build a working team, and how to build good relations with different racial groups.

The foremen asked that in presenting the courses, a condensed survey should be prepared, so that the aims and techniques would be understood. Foremen participation in question and answer periods, and use of simple language by the instructors was also requested.

Surveys at many companies have shown that foremen generally list human relations as the subject in which they feel that they are most in need of instruction. Human relations cannot be taught easily. Foremen usually require long training before they acquire the flexibility to deal with workers as individuals.

Even more important than the acquisition of such knowledge, the foreman discovers that he is in fact a manager, and not a straw boss. He is on his way up the ladder.

The training program is a never ending one. Often, a training director is needed

to supervise the program.

Duties of the training director in small or moderate sized companies include the drawing up of a list of training methods, selection and training of instructors, preparation of instructional material, etc.

Employer's Job—Active support for the training program by top management will often assure good results. Thus, in some companies, the principal officers take the courses before they are given to foremen, and let that fact be known. Later, the company officers may give brief talks to foremen, or receive them in small groups in their offices to discuss company matters.

There is no easy road to good foremanship. The company cannot wave a wand over a foreman and make a good manager out of him. Hard work by both employer and foreman will be required before the new foreman has progressed to the point where he has even rudimentary knowledge of the art of being a boss.

One of the important reasons for the trouble that management is now having with foremen is the fact that many men who are not of foremanship caliber were upgraded to positions of supervisor, during the expansion of industry during the last ten years, especially during the war. Pay problems arising from the salary freeze during the war also accentuated the discontent of foremen, and prepared the ground for the active unionization drives of the Foremen's Association of America and other unions interested in organizing supervisors. Since then some companies have made progress in improving foremanship, but the job is not even half done.

Studies show that aside from the salary question, foremen are most disturbed about being bypassed, about lack of authority, and about what they regard as "inadequate security." Over and above these grievances, many foremen apparently have a desire to "belong" to some group of their own. They apparently have never learned to think and act as individuals.

Whether or No—Whether or not the Taft-Hartley Act is amended to give foremen bargaining rights, it is going to be necessary for management to pay more attention to the foremen question. Concentration on the problem will be needed for no other reason than the fact that competition in business will force it.

In the intensified competitive struggle looming ahead, other things being equal, the company with the best corps of foremen will survive. Organization of foremen into unions will hasten the death of some companies, and weaken the economy as a whole. But an inefficient group of foremen is a handicap that few companies will be able to surmount, over the long term, even if foremen remain unorganized.

Birmingham—and The Red, Red Mountain

The steel center of the South has grown, in a little less than eighty years, from a cotton field, crossed by two railroads, to an industrial center second to none in the "Deep South." Intimately connected with this growth has been Red Mountain and TCI.

by L. D. Farrar

FROM his 124-foot pedestal atop Red Mountain, a statue of Vulcan—God of Fire and Metals—stares proudly over Birmingham, Alabama. Cast from native iron, Vulcan weighs 60 tons, stands 53 feet high in his Roman sandals, and is second in size only to the Statue of Liberty. The Iron Man was designed to represent the steel center of the South, and it is today regarded by Alabamians as a symbol of their mammoth industry.

The high point, figuratively and literally, of a typical outsider's visit to Birmingham is reached when he, too, stands at night close to the huge statue of Vulcan and looks down on a fairyland of lights stretching for miles up the valley below.

If the night is typical and the teeming industrial valley is at work, the brilliant red hues of the open hearths make an eerie daylight of certain areas. Far to the west, there is the comforting glow of enormous steel mills and blast furnaces. Directly below, there is the mass of buildings which make up downtown Birmingham. From this glaring mass of lights, in every direction, row on row of friendly street lights gives blinking testimony to the thousands of small bungalows and cottages of the inhabitants. On the horizon, wherever his eyes travel up the long valley, the visitor sees evidence of the gigantic industrial progress caused by the geologic miracle known as Red Mountain.

BEGINNINGS:

Birmingham has moved forward rapidly in the drama of the Deep South. In 1870, it was only a cotton field crossed by two railroads. Today, its city limits contain a population of more than 315,000, while its metropolitan area has more than half a million residents.

Its progress has been accompanied by the song of industry, on a stage lighted by the flames of furnaces and converters and the flow of hot metals. The leading character in this drama has been the Tennessee Coal, Iron & Railroad Company,

a completely-integrated subsidiary of the United States Steel Corporation. The city was only a small railroad and industrial center of 21,000 population in 1886—the year the Tennessee Company entered the Birmingham District. Now, from the bustling business district to the busy mills, shops and mines which bound the city on every side, Birmingham is every inch the home of a giant industrial integration—where raw materials can be processed into steel products.

Birmingham citizens love that sight from Red Mountain. Many of them regularly make the trip by car up the broad concrete highway on the city's southside just to revel in the breathtaking beauty of the panorama below. More than that, they have a quiet unshakable pride in the teeming city that has grown so fast and gives so much promise for the future.

The Mountain. The mountain on which they stand—Red Mountain—has been Birmingham's savior and its strength. Dominating the people of the valley, Red Mountain in many respects has been the biggest single factor in their lives. It is why there is a large city at all in this particular place. From its bowels have come the precious iron ore, which, used with quantities of coal, dolomite and limestone found nearby, has helped to make America's backbone of steel.

Few of those who stand in Vulcan's shadow and marvel at the "magic city" below them know the industrial saga that has made this fairyland a reality. Most of them hardly give a second glance at the dark mass to the left which is the Red Mountain, whose sides and crest can be seen by day from any place in the broad valley. The mountain stretches from Birmingham's Southside to Brighton and Bessemer and Dolomite . . . a red mountain that is filled even now with enough iron ore and limestone to last a hundred years.

Little as most visitors realize it, while standing near Vulcan's statue, they are on the approximate spot at which two white trappers—"Devil John" Jones and

Caleb Friley—paused to look across the broad valley for the first time.

No record of the conversation of the two white men who first viewed the virgin forests below them has been preserved, but local folk history attributes the following colloquy to these two pioneers.

Stooping to pick up a piece of reddish stone on which he had scuffed his boots, Friley is supposed to have asked: "What the devil is this red stuff, John?"

"That?" Devil John responded. "Oh, it's red dye rock . . . At least, that's what the Indians call it."

"Wal . . . what's it fit for?" Friley persisted.

"Hah!" scoffed Devil John, after a reflective pause. "Hit ain't fitten!"

Industrial Miracle. Friley's ending, as his beginning, long since has been lost to historians. But Jones remained to farm a portion of the pleasant valley of which Red Mountain forms the south rim. In fact, the floor of this magic valley bears his name today—Jones Valley. It now is a modern industrial miracle, interlaced with rails and conveyor belts and hundreds of factories connected with the manufacture of steel and steel products—blast furnaces, rolling mills, coking plants, machine shops, wire mills, steel pipe plants, and dozens of other kinds of shops, forges and foundries.

But the years of Devil John were not enough for him to know how wrong he was about red dye rock. The men who tie up the beard of Old King Cotton in straps of steel; the section crews that put down silvery bands of steel rail for huge locomotives all over the nation; the manufacturers who use tin plate made in Birmingham; the engineers who skeletonize skyscrapers with girders and stringers—a host of men in every clime and on every continent could tell Devil John just how wrong he was. The iron ore *was* "fitten"—for a thousand good uses by millions of people.

Devil John, if somehow he could return to glimpse the valley he and Caleb Friley discovered, would be confounded to think of how he had considered it never would be good for anything but farming—and not too good for that.

Why This Growth?—How did this phenomenal change and growth spread over Jones Valley. Why did a tiny settlement, formed in 1871, become a modern metropolis nourished on a diet of steel?

Penetrating the heart of the South, from the Mason and Dixon line almost to the Gulf of Mexico, the Appalachian Mountain Range raises its ancient peaks toward the southern sky. The old mountains have seen much in their days—scenes of romance and adventure and tragedy. They have heard the quiet footpad of the peaceful Indian hunter and the shrill cry of the warring chieftains. They first felt the tread of a white man

when De Soto crossed their ridges in 1539, and again when Daniel Boone journeyed westward. They saw soldiers march and counter-march over the plains and through the mountain passes.

These ancient hills witnessed the irresistible march of empire. They saw the narrow fringe of settlements along the coast expand and broaden. They saw ground broken for broad plantations and great cities. They watched cotton become King of the South. They witnessed the fine traditions and noble life of antebellum society. They heard the sad songs of the plantation Negroes.

One of the lesser of these mountains, as to size, is the Red Mountain. It is really a foothill of the great range that grows higher and higher as it extends northward. But in many respects Red Mountain has witnessed the most romantic and thrilling saga of all the Appalachian Range. And its future is even more red with promise than the glorious days through which it has passed.

RAW MATERIALS:

Red Mountain sometimes is known as "the geologic paradise of the South." Also, it has been called nature's chemical melting pot. "Red dye rock" is found in greater profusion in and on Red Mountain than in any other part of the Appalachian Range. And it is surrounded by the other raw materials necessary for steel-making on a grand scale. There is coal and fluxing stone—both dolomite and limestone—to be had in great quantities within a radius of eight miles, the only place in all America where this is the case.

The iron ore of Red Mountain that Devil John Jones belittled is part of the iron strata that occurs in the Appalachian Range all the way from Pennsylvania to Alabama, but this stretch of a few miles in northern Alabama is one of the few places in all the vast expanse where the deposits are thick enough and rich enough to mine commercially.

More than 90 per cent of the iron ore used in the Birmingham district comes from the mines on Red Mountain, a relatively small territory of less than 100 square miles.

The Big Seam, only ore bed of commercial importance in this area, extends in a workable condition along the outcrop for 15 miles—from Birmingham to Sparks Gap. It follows the southeast down the dip of the beds for an undetermined distance. One mine in this district is some 15,000 feet from the outcrop. With this exception, the mining operations are all located on the outcrop. They consist of slopes driven down the dip from the outcrop to a depth of 5,000 to 8,000 feet.

The entire Red Mountain formation is approximately 200 feet thick and consists mainly of sandstones and shales. The Big

Seam, ranging in thickness from 10 to 22 feet, occurs about midway in this series. It is divided by a parting about eight or 10 feet from the top, varying in thickness from a knife edge to 30 inches or more.

The ore is disturbed and warped from its normal position by numerous folds and faults. The faults roughly parallel the outcrop along Red Mountain, resulting in a displacement of the ore from a few feet to several hundred feet.

Mining Centers.—The iron ore mining operations of the Tennessee Company are conducted at three separate divisions—Muscooda, Wenonah, and Ishkooda. These divisions are separated by properties of other companies—such as Woodward Iron & Coal Company and Republic Steel Corporation.

At Muscooda, the ore seam has an average thickness of 10 feet, all of which is mined, while at Wenonah only the upper bench of the Big Seam, averaging eight feet in thickness, is mined. At Ishkooda, the ore seam has an average thickness of approximately 16 feet, of which a maximum of 14 feet is mined, including the entire Upper Bench and a portion of the Lower Bench.

The first mining on Red Mountain was confined to the "soft" ores on the outcrop, or those in which the lime content had been leached out, thus increasing the iron content. As this leaching extended only a short distance from the outcrop, a maximum of 200 feet, the "soft" ores soon were exhausted. The present mining is confined entirely to the hard, or unweathered, ore, which shows no appreciable change in chemical composition with depth of distance from the outcrop.

The second stage in the progress of mining Red Mountain consisted of sinking slopes in the ore approximately at right angles to the strike of the seam and hoisting two-ton capacity ore cars to the surface through these slopes. The steel companies abandoned this type of operation years ago. Slopes were driven 10 feet below the ore to permit dumping of ore from the two-tram cars into 12-ton skips which were hoisted to the surface. The ore, drilled with pneumatic drills and blasted from the working faces, was loaded into the tram cars by hand. Beginning in 1914, and after considerable experimental work with various types of loading devices, the mechanical loaders now in use were introduced. These loaders were double drum, electrically driven, scraper hoists which drew the brown ore over steel ramps and into tram cars of five- and six-ton capacity. At present, 96 per cent of the total production of iron ore is loaded mechanically.

TCI:

Although many companies, some of them still in existence and others long

since having sold out, changed names, or gone out of business, contributed to the swift development of the giant industrial valley over which Vulcan looks today, no one will dispute that the history of this mountain and this valley are inextricably tied up with the history of the Tennessee Coal, Iron & Railroad Company.

"The TC and I," as it is known to every colored person in Alabama, or "The TCI," as it is called by the white people, has had a complex career during its almost 100 years of existence. There is always a question on the mouths of tourists who want to know why a Tennessee company should be doing the lion's share of the steel business in Alabama.

History.—Briefly, the company had its birth in the state of Tennessee. The original organization was the Sewanee Mining Company, composed of New York capitalists and imported engineers, which started working a coal vein in the Cumberland Mountains as far back as 1852. In 1880, the company was reorganized as the Tennessee Coal and Railroad Company. After the Civil War, business was so bad that in 1869, the company could not even meet its taxes of \$16.40. Nobody seemed to want to buy coal. The railroads still were burning wood, and the bottom literally dropped out of the domestic coal market during the summer months. So in the early 1870s, it became apparent that a wider market would have to be found if the company were not to go on the rocks. The only solution seemed to be to enter into the manufacture of coke and to try to make iron.

The first furnace in Tennessee was nicknamed the "fiery gizzard," because of the flying sparks that shot from its belly. Its output of iron was five tons a day. But the total output never got beyond 15 tons for that particular furnace. On the third day, the stovepipe fell in.

Move To Birmingham.—By 1880, a satisfactory 50-ton blast furnace had been built, and the company once more had been reorganized and rechristened the Tennessee Coal, Iron and Railroad Company—the name that finally stuck, although it once more was to change its location. In 1886, the Tennessee Company entered the Birmingham district by acquiring the properties of the Pratt Coal & Iron Company, which owned large acreages of coal land, a number of beehive coke ovens, locomotives, freight cars, standard railroad tracks, and two furnaces.

Under Enoch Ensley, president of the company, the TCI immediately began construction of four more blast furnaces, each of 200 tons daily capacity. Mr. Ensley also founded the town and plant area named after him, and the TCI was off on a long period of prosperous expansion, due to its proximity to the Red

(Continued on page 64)



BEFORE AND AFTER views of a face-lifting job that was done on a business building in Eastman, Ga., the sort



of project on which special stress was placed at the beginning of Georgia Power's Better Home Towns Program.

The Georgia Way to Better Towns

The Georgia Power Company's Better Home Towns Program, launched in the summer of 1944, is aimed at community improvement through local self-help.

CITIZENS of Little Cleveland, in north Georgia, donated \$564.40 to buy materials with which to clean, plaster and paint every room in their schools, then pitched in and did the work themselves.

That's a sample of what Georgia towns are doing. Here are some others.

At Griffin, 40 miles below Atlanta, \$30,000 was raised by popular subscription and \$20,000 was borrowed from a bank to build a public stadium.

Citizens of Camilla, in south Georgia, gave \$72,000 to match a \$73,000 federal grant and a \$75,000 county grant, and built a \$220,000 hospital.

At Washington \$22,500 was donated by white and Negro citizens for improvements to the hospital and schools.

At tiny Woodbine, near the Atlantic coast, the entire citizenry turned out to plant flowers and beautify the streets.

Those are just a few of the things done by a few of the towns participating in a movement called the Georgia Better Home Towns Program, the basic principle of which is community improvement through local self-help. It is the American spirit of initiative and enterprise reawakened to improve living conditions and enlarge economic opportunities in towns that a few years ago were dying on the vine.

Participation. As many as 220 communities have engaged in the activity at

one time. In the 1948 Champion Home Town Contest there were 200 towns entered, and 159 turned in progress reports that competed in the judging. Analysis of these reports produces some interesting facts and figures about Georgia progress.

During the eight month contest period, 15 towns acquired their first public water supply facilities and 66 extended theirs. Nine installed new sewerage systems and 35 extended existing facilities. Fifty communities carried on new street and sidewalk paving projects. Fifty-seven held community-wide cleanup campaigns. Eleven new hospitals were built, nine were expanded and 25 clinics were established. New school buildings were erected in 34 towns. Twenty-two built swimming pools, 20 started youth centers and 25 laid out playgrounds, ball fields, tennis courts and similar recreational facilities.

The list of improvements is too extensive to be recorded in detail here. They reach into every phase of community life—public health, education, recreation, religion, agriculture, business, industry. They enhance the livability of the communities, stimulate local economic life and increase employment opportunities. They make better and happier towns.

How It Started.—This has been going on in Georgia since the Better Home Towns Program was launched in the summer of 1944 by Charles A. Collier, a vice

president of the Georgia Power Company. In the first year over 200 communities participated, and the number has remained fairly constant during the past five years. The movement has gained effectiveness, however, as its constructive activities have become both widened and intensified in individual towns.

Born in wartime to correct unfavorable economic conditions that existed before the war, the program was envisioned as a long-range activity from the start. It had to be that if it was to accomplish much. So many Georgia towns, like so many other southern places, were backward, run-down, worn-out. Their revival, if it came at all, had to come from the very beginning, with the simplest things. It would take time and a lot of hard work by many Georgians.

Before the war, Collier noted, Georgia had been slipping. Between 1929 and 1939 her manufacturing plants had diminished from 4,000 to 3,150 and the annual value of her manufactured products had fallen by \$13,000,000. Her agricultural products were off by \$85,000,000. Annual per capita income had declined from \$329 to \$290. When the war boom was over, would Georgia resume this downward trend?

Collier, a native Georgian, traveled the state, observing its towns and villages more keenly and objectively than he ever had before. He saw how bedraggled and slovenly so many of them looked. They seemed spiritless. No wonder Georgia was not attracting industry when her communities presented such uninviting living conditions. Idle labor was there for the

new manufactories that failed to come, but what manufacturer would expect his supervisory staff to live in such unattractive surroundings?

Many of Georgia's young people—300,000 of them—were away from home serving in the armed forces. In their military training they were learning new skills. In their travels they were seeing more prosperous parts of the country. After the war would they be content to return to their homes and stay there, or would they seek better opportunities elsewhere? To Collier this seemed a very real problem, for he regarded Georgia's youth as her greatest asset and hope. The young men and women must be given incentive to remain in Georgia, and that could be done only by providing jobs for their future and by transforming their home towns into places where they would be happy to live.

Purpose—That's where the Georgia Better Home Towns Program started—its first purpose to mend the ramshackle fence around the house on the corner, to remove the litter from vacant lots, to brighten the ugly store front on which the aged paint was peeling, to replace the weeds with grass and flowers in the public park, to clean up the trash, repaint the unsightly, repair the broken and make attractive what had been dinginess before. The beginning was in the simple things that could be done at once.

Good Investment—Collier argued it was a wise step for the Georgia Power Company to put money into his program. Anything tending to improve economic conditions in the area served by the Company would ultimately enlarge its market for electric power. Building Georgia was good business.

Within the Company he set up a community development organization to direct the Better Home Towns activities, with a headquarters staff in Atlanta and representatives in the six operating divisions over the state. Cooperating in their localities were the Company's 20-odd district managers and more than 70 local managers throughout the state. In addition, the entire sales personnel was available to assist in the work. With this kind of organization, the Georgia Power Company was well equipped to set a state-wide campaign in motion.

Key To Success—Key to success of the program was local initiative. Collier and his organization sought only to arouse community spirit, to get the towns to make honest self-appraisals, recognize their deficiencies and start action. Better Home Town Committees were formed in many communities, while in others existing organizations, such as civic clubs, assumed sponsorship. The Company provided special booklets and materials for making community surveys, and supported the movement with frequent ad-

vertisements in daily and weekly newspapers throughout the area. Radio was also used.

To sharpen the competitive spirit among communities, the program has featured four state-wide contests offering substantial prizes. Three were essay contests on the subjects "Five Ways to Make My Community Better," "The Tourists Are Coming—How Can My Community Attract Them?" and "My Community—Today and Tomorrow," the third being exclusively for high school students. In 1948 the annual competition was changed so as to be among towns instead of individuals. The first "Champion Home Town Contest," with \$3,500 in cash prizes, produced more results than the preceding contests because the judging was on the basis of demonstrable community betterment during the contest period. The same type of contest is being repeated in 1949, the prize money having been increased to \$4,500.

Additional Objectives—The original cleanup purpose has remained as the fundamental idea of the movement, on the theory that a more attractive town will become a more prosperous town. But from the outset the program has contained several related, more specific objectives that have place in community development.

For one thing, it has put Georgia in a better position to attract new industries into the state, and that is exactly what has been happening. Since the war an impressive number of national manufacturers have entered Georgia to establish new plants, the largest of which are in the automotive, textile and wood pulp fields.

Industrial Expansion—But more important, Collier believes, has been the great impetus given to the establishment of locally owned small industries processing local raw materials. These plants, scattered over the state, provide employment in uniform distribution among many

communities instead of in a few centers. They contribute to the local agricultural economy by the purchase of natural products from their surrounding areas. And they increase Georgia wealth by retaining in the state the value added by manufacture. To a smaller degree than in past years are Georgians now shipping their raw materials out at low prices and buying them back as finished products at high prices.

Finished Products—These small industries include canneries, cabinet shops, concrete block plants, feed mills, machine shops, gins, abattoirs, seed drying plants, metal shops, candy kitchens, textile factories, tool and die works, flour mills, and plants manufacturing such a variety of products as awnings, barbecue sauce, caskets, neon signs, pottery, monuments, chenille spreads, boxes, seat covers, mattresses, enamel, insecticides, shoulder pads, toys and glue. In most instances the capital investment is less than \$50,000, often less than \$5,000.

During 1948 a total of 324 new industries, some large but mostly small, were established in the area served by the Georgia Power Company. These have an estimated aggregate capital investment of \$14,749,000 and employ a total of 5,722 workers, the annual payrolls approximating \$9,798,970. They range from a \$2,500,000 textile plant to a one-man shop in which the investment was \$25.

Tourist Trade—Another phase of the Better Home Towns Program has dealt with the undeveloped tourist business, although the accomplishments here have not yet been so noteworthy as in the case of industry.

Bright Future—Now almost five years old, the Home Towns Program goes on. Better towns never become perfect towns. For even the best of them, there is always more to do. Many are just getting started, but they are doing it "on their own." That's a bright promise for their future.



SOUTHERN Venetian Blind Manufacturing Co., Woodbury, Ga., typical of industries springing up all over Georgia since the program was founded.

Depreciation and Obsolescence - - V

High replacement costs make more difficult the problem already made difficult by high tax rates and the Treasury's depreciation policy.

By Paul T. Norton, Jr.

Associate Editor

THE depreciation problem, already very difficult because of high tax rates and the Treasury's insistence on straight-line depreciation, with rates based on full service lives, has been made much more difficult by present high replacement costs. It will be the purpose of this article to discuss this particular phase of the depreciation problem, and to point out how much more important it is under present replacement costs that depreciation allowances on assets now being installed should be much higher than is permissible under present tax practice.

Asset Replacement is not the Primary Depreciation Purpose — Many persons, when discussing the depreciation problem, convey the idea that they believe that the primary purpose of making depreciation charges is to secure funds for eventually replacing the assets currently being depreciated. For example, a principal executive of one of our largest corporations recently called attention to the fact that the replacement cost of their assets was several times as great as these assets had cost when they were installed. He then stated that current profits are being calculated after deductions for depreciation based upon actual past cost and not on replacement cost. He finally made the statement that these past depreciation charges had been "set aside" to replace the equipment which was being depreciated on the basis of its original cost.

One would have thought that this experienced executive would have realized that there was something wrong with either his idea of what the problem really was or the use of certain of his words. The published annual reports of his company prove that this company never "sets aside" the depreciation charged on an asset for use in replacing that asset. Statements of this sort are all too common, and what is even worse, the average person does not seem to realize the fundamental errors in thinking which cause most of them.

It is certainly true that an industrial concern must be able to replace its assets when they become obsolete if it is to remain in a healthy economic condition, or

even in many cases to survive. For that matter, if we are to continue to increase the average standard of living of our people, our industrial concerns must be able to finance not only replacements but also additions to our productive plant. But the financing of replacements, or additions, is a problem quite separate from the writing off for tax purposes of the investment in present assets.

This is the fifth of a series of articles on Depreciation and Obsolescence, which began in our December issue. The previous articles have shown how the Treasury's present practice tends to retard progress, and that there is no real historical justification for the present practice; also that present Treasury practice really requires group depreciation accounting, something not understood by the average taxpayer. The article published in our March issue showed that the use of the "allowed and allowable" rule, upheld by the Supreme Court in the *Virginian Hotel Case*, may cause future recessions to become worse because taxpayers may hesitate to make investments which they would make if it were not for the influence of income taxes. The final article in the series, to be published in our May issue, will contain some definite suggestions for improving present depreciation practice.

Real Reason for Charging Depreciation

It seems to the writer that there is only one real reason for charging depreciation: namely, to recover the investment in the asset from the gross earnings of the asset. Or to put it another way, to make sure that the profits resulting from the operation of an asset are stated after making a deduction for the consumption of the capital which was invested in the asset and which is being used up during the life of the asset. It should be obvious

that an asset can earn its investment (through depreciation charges) only during periods in which the gross current receipts exceed the gross current expenditures. It has been pointed out earlier in this series of articles that it is economical to *continue to operate* an asset as long as the gross current receipts exceed the gross current expenditures, with no depreciation charges included in the latter; also that there is often a long period of time when it does not pay to replace an asset but during which the asset can no longer earn any of its original investment.

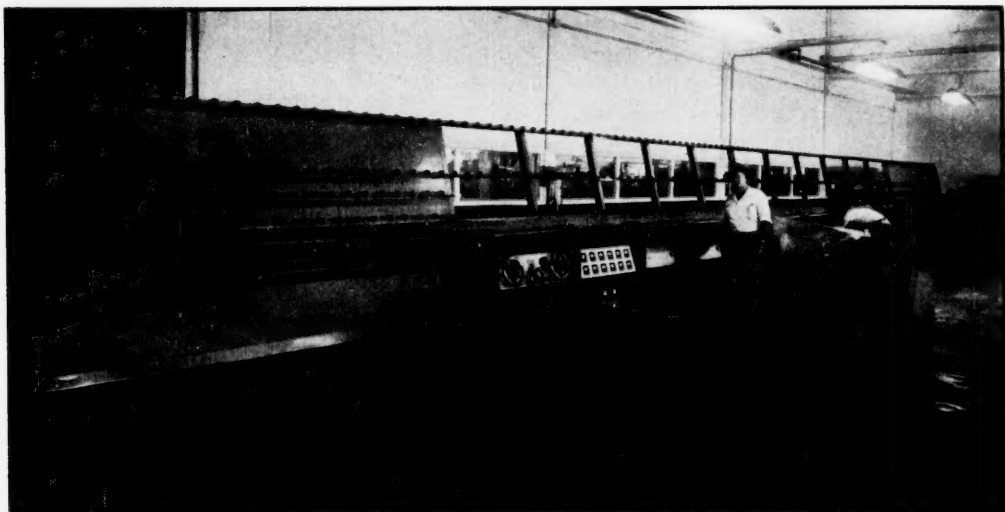
If one will study carefully what is said in the preceding paragraph, it will become evident that the real problem in setting depreciation rates is to make sure that these rates are high enough so that the entire investment will be charged off during the period when the asset is able to earn its depreciation, which often means that the bulk of the investment must be charged off during the early years of the life of the asset. It should be obvious that in times of inflation like the present, when there is at least some danger that the price level may decrease to some unpredictable extent during the life of assets now being installed, it is even more important that the investment in assets now being installed be written off quite rapidly in the next few years.

Why Depreciation on Basis of Replacement Costs is not Feasible — During the past several years of greatly inflated replacement costs, a number of large companies have reported profits after making depreciation charges considerably above those permissible on tax returns under present Treasury practice. The writer is in complete agreement with what he understands to be the objectives of those persons who advocate that depreciation charges be made on the basis of replacement costs, but there are difficulties inherent in the practice which prevent it from accomplishing its purpose of providing the additional sums required for installing plant and equipment at present high prices. What is even worse, such a method of attacking this admittedly serious problem seems to the writer to make it much more difficult to secure the relief *tax-wise* which is so essential if we are to have a sound and growing economy. It will be noted that there is absolutely no tax relief in this practice under present law and regulations.

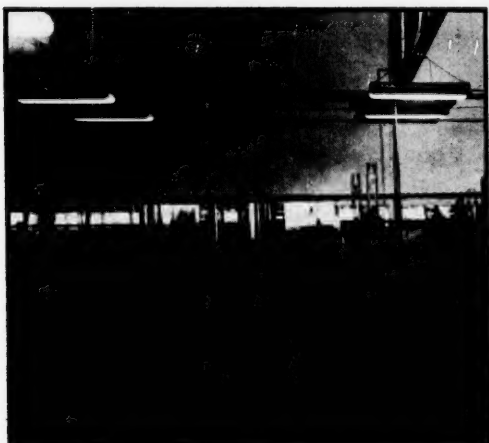
This practice has been attacked by many groups as being merely an attempt to cover up over-large present profits, and the practice is so remote from all our

(Continued on page 62)

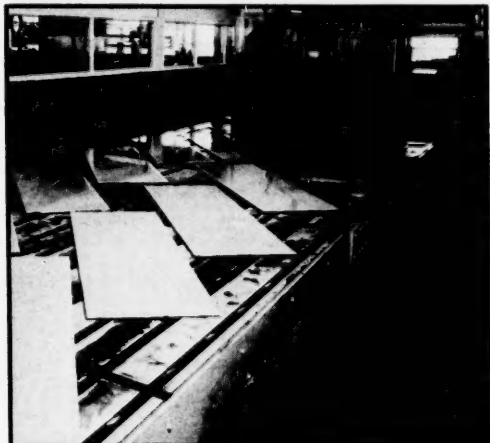
FINISHED PRODUCTS



THE MACHINE ABOVE, which puts bevels on straight edges of glass automatically, was designed and developed by Binswanger, and is believed to be the first and most complete machine used successfully for this type of work.



IN THE FOREGROUND above, rectangular pieces of glass pass along a six track edge polishing machine.



SILVERING CONVEYOR. This conveyerized operation helps keep production on par with largest plants.

Mirror Plant Boasts Unique Beveling Machine

IN Grenada, Miss., a town located approximately 100 miles south of Memphis, Tenn., Binswanger and Company, manufacturers and distributors of glass products "of every description for every purpose" has located the Binswanger Mirror Company. The plant has been in operation for about two years, and is recognized as one of the most outstanding and modern mirror plants in the world. It features conveyor production, and its productive

capacity ranks with the largest plants of its kind in existence.

The outstanding feature of the plant is a large machine which automatically puts bevels on straight edges of glass. Binswanger believes that it has the first machine, and the most complete machine that has ever been designed and operated successfully in the production of bevels on rectangular glass. This machine was designed and developed within the Bins-

wanger organization after extensive research of approximately two years.

The main production of the plant is divided into two categories: the production of plate and window glass mirrors, for sale to retail outlets in the form of "fitted mirrors" (mirrors in frames or mounted backs); and the production of plate and window glass mirrors which are sold to furniture manufacturers for use in their finished products.

CONSTRUCTION



WASHINGTON NATIONAL AIRPORT—Extensions to be built by Federal Works Agency. (Fed. Works Agcy. photo.)

South's March Awards Total \$235,101,000

By S. A. Lauver
News Editor

FIRST quarter value of southern construction awards totaled \$688,024,000, according to a compilation made from reports to the DAILY CONSTRUCTION BULLETIN of the MANUFACTURERS RECORD, with March contributing \$235,101,000, or thirty-four per cent of the aggregate. The three-month figure is about five per cent ahead of the total for the comparable period of last year.

Private building, industrial construc-

tion and highway and bridge work are up in the first three months. Public building and engineering construction showed decreases. The \$177,149,000 for private building is the largest among the five categories. The increase when compared with similar work last year is but one per cent.

Industrial construction shows about a thirty-two per cent rise over the value of such work in the first three months of

1948. The current figure is \$162,929,000 and its strength is due to the huge atomic energy construction program at Oak Ridge, where the Federal government is now initiating work on facilities to raise the output of U-235 in that Tennessee operation.

Value of highway and bridge projects below the Mason and Dixon line in the first quarter is \$94,708,000, or about three per cent above the \$91,960,000 recorded for such construction in the same period of last year. Texas, as in the past, leads the states of the South with a total of \$28,698,000. Two other states—Maryland and Louisiana—have made awards totaling above the ten million dollar mark.

The \$162,929,000 for public building represents a drop of about three per cent. Government buildings remained at practically the same level of last year with a total of \$83,381,000, while school project values declined seven per cent to \$78,476,000.

Southern construction value rose in March. The \$235,101,000 is twenty-one per cent above the level for the preceding month but twenty per cent below the total for the comparable month of last year. Compared with the preceding month, private building in March is lower, industrial values up—due to the atomic energy plant; public building has dropped, heavy engineering construction is up and highway work is lower.

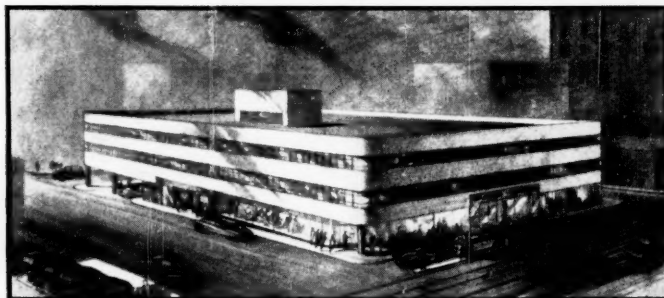
The \$235,101,000 total includes \$91,490,000 for industrial projects; \$44,626,000 for public building; \$42,165,000 for private building; \$35,698,000 for engineering construction and \$21,782,000 for highways and bridges.

Residential construction, as in the past, figures prominently in the private building total which dropped thirty-nine per cent from February. The \$30,153,000 for residential work comprises more than seventy-one per cent of the entire private building figure. The balance includes \$5,617,000 for assembly buildings, \$3,484,000 for commercial buildings and \$2,911,000 for office buildings.

Total for heavy engineering construction in March is \$35,698,000, or the equal of a fifty-four per cent rise over the total

SOUTH'S CONSTRUCTION BY STATES

	March, 1949	Contracts Awarded	Contracts Awarded First Three Months 1949	Contracts Awarded First Three Months 1948
Alabama	\$6,933,000	\$16,336,650	\$18,693,000	\$35,836,000
Arkansas	2,094,000	3,170,000	7,055,000	26,165,000
District of Columbia	1,171,000	8,119,000	27,460,000	11,779,000
Florida	19,371,000	105,338,000	63,815,000	75,447,000
Georgia	4,582,000	8,711,000	25,587,000	26,869,000
Kentucky	4,440,000	33,919,000	10,376,000	14,110,000
Louisiana	10,094,000	31,401,000	11,182,000	63,568,000
Maryland	10,926,000	25,961,000	37,508,000	48,067,000
Mississippi	4,147,000	37,364,000	16,252,000	17,509,000
Missouri	5,425,000	7,029,000	17,406,000	25,790,000
N. Carolina	9,430,000	19,757,000	51,392,000	29,285,000
Oklahoma	2,731,000	12,931,000	26,979,000	29,138,000
S. Carolina	4,104,000	16,198,000	15,917,000	14,549,000
Tennessee	81,104,000	13,189,000	107,506,000	19,611,000
Texas	56,829,000	79,996,000	196,447,000	156,692,000
Virginia	7,540,000	12,848,000	20,584,000	15,390,000
W. Virginia	1,180,000	675,000	3,865,000	35,119,000
TOTAL	\$235,101,000	\$426,899,000	\$688,024,000	\$651,659,000



MERCANTILE-COMMERCE garage and office building, Dallas, Tex. Cost of the building, \$1,650,000. Architect for the project, W. W. Ahlschlager.

for the preceding month. Most of the increase occurred in the rural electric and sewer and water fields. The total for the former is \$9,806,000 and for the latter, \$15,244,000. Dams, drainage and earthwork approximated the level of February.

The industrial construction figure is the highest in four months and represents more than four times the \$21,968,000 for February and almost twice the \$49,471,000 for January. Without the value of the big atomic production plant, however, it would have approximated the February figure.

Highway work remained relatively stable. The total is \$21,782,000 for March, as compared with the \$22,907,000 for February and the \$27,336,000 for March of 1948.

Industry Problems

Problems of the construction industry are still rampant, but the consensus seems to be that prices are stabilizing, materials are becoming more plentiful for the most part, except perhaps for steel, the prospects of more productive labor are in the offing, as well as still more government participation in the economic affairs of the nation.

A review of some phases of federal activity discloses just how the government is responsible for large amounts of construction. Of the more than \$100,000,000 allocated to approximately 1,000 projects under the Federal Aid Airport Act, \$67,000,000 is for 640 projects now under construction and \$26,500,000 in federal funds had been expended on partial and final payments on 215 projects.

The United States is now embarked on a hospital construction program for which over \$400,000,000 in total construction costs are involved. The federal share is more than \$128,000,000 for 703 projects, says George L. Read, chief construction engineer of the Public Health Service. About twenty per cent are under contract and a few completed.

The Rural Electrification Administration has a total of \$223,000,000 not yet lent and President Truman has asked an additional \$350,000,000 for rural electrification in the next fiscal year. Referring to the program as "tremendous," J. K. O'Shaughnessy, head of the R. E. A. engineering division, declared "There are no signs of it tapering off."

According to Thomas H. MacDonald, Commissioner of Public Roads, "There appears little doubt that during the present year the rate of work actually put in place will reach at least the rate now authorized by Federal legislation," \$450,000,000 of Federal aid.

"Price trends in highway construction climbed steadily upward during the calendar year, registering practically the same amount of increase in 1948 as 1947 had increased over 1946. From a composition index of 122.9 in 1946, prices rose 17.5 points to 140.4 in 1947, and another 17.8 points in 1948, to 158.2 for the year."

Estimates by Raymond M. Foley, Housing and Home Finance Administrator, show the current year's housing construction at \$75,000 units. Last year, about



LIGGETT AND MYERS Tobacco Company laboratory, Durham, North Carolina. Lockwood Greene, Inc., New York, N. Y., engineers for the project.

930,000 units were produced. He does not feel that the market for houses has dropped but that "its effectiveness is reduced by cost and price," with all signs pointing to the cost of housing as too high.

All these large federal expenditures seemed to emphasize the statement made by D. W. Winkelman, retiring president of Associated General Contractors, that the trend toward more government will continue and greater control of much of America's economic life will be exercised in the future. "One of the paradoxes of our times," he observed, "is that we now feel it necessary to defend more vigorously than ever before a way of life here which has made this a great nation."

Average hourly wage rates on federal aid projects in the various geographic divisions were revealed by the Public Roads Administration, with the highest in the skilled category in the Middle Atlantic States, where the rate was \$2.41 and for the intermediate grade, \$1.78 and for unskilled, \$1.58 per hour.

The averages announced for sections of the South were: South Atlantic,

skilled, \$1.53; intermediate, \$1.10; unskilled, \$0.84; East South Central, skilled, \$1.68; intermediate, \$0.94; unskilled, \$0.75; West South Central, skilled, \$1.61; intermediate, \$1.14; unskilled, \$0.82.

Executive, administrative and supervisory personnel received the highest hourly wage rates in the Pacific area, where the figure was \$2.32. It ranged down through \$2.18 in the Middle Atlantic area, \$1.50 in the South Atlantic, \$1.57 in the West South Central and \$1.50 in the East South Central.

Average hourly wage rates for the United States, the Public Roads Administration said, were: Executive, supervisory and administrative, \$1.80; skilled, \$1.82; intermediate, \$1.28 and unskilled, \$1.00.

Richard J. Gray, head of the building and construction trades division of the American Federation of Labor, stated that close to 150,000 apprentices are in training in the building industry and that "there are clear indications that the productivity of labor has increased very materially in the past two years and is continuing to increase steadily."

SOUTH'S CONSTRUCTION BY TYPES

	March, 1949	Contracts Awarded First-Three Months 1949	Contracts Awarded First-Three Months 1948
	Contracts Awarded	Contracts to be Awarded	
PRIVATE BUILDING			
Assembly (Churches, Theatres, Auditoriums, Fraternal)	\$5,617,000	\$16,060,000	\$24,175,000
Commercial (Stores, Restaurants, Filling Stations, Garages)	3,181,000	7,901,000	24,097,000
Residential (Apartments, Hotels, Dwellings)	30,153,000	35,961,000	110,919,000
Office	2,911,000	8,209,000	17,958,000
	\$42,162,000	\$68,131,000	\$177,149,000
INDUSTRIAL	\$91,490,000	\$84,348,000	\$162,929,000
PUBLIC BUILDING			
City, County, State, Federal and Hospitals	\$23,070,000	\$38,485,000	\$93,381,000
Schools	21,536,000	91,523,000	78,976,000
	\$44,606,000	\$130,008,000	\$162,357,000
ENGINEERING			
Dams, Drainage, Earthwork, Airports	\$10,988,000	\$89,083,000	\$37,287,000
Federal, County, Municipal, Electric	8,806,000	17,331,000	18,089,000
Sewers and Waterworks	15,244,000	11,401,000	35,305,000
	\$35,038,000	\$117,815,000	\$90,681,000
ROADS, STREETS, BRIDGES	\$21,782,000	\$26,507,000	\$94,708,000
TOTAL	\$235,101,000	\$426,899,000	\$688,624,000
			\$651,659,000

INDUSTRIAL EXPANSION

Calumet & Hecla Tube Mill at Decatur, Ala.

(RECENTLY COMPLETED WOLVERINE TUBE DIVISION NOW IN OPERATION)



MILL BUILDING—Incorporates all production departments, from casting to finished product shipping.



POWER BUILDING—All incoming power is sent to air-cooled power centers where voltage is reduced.



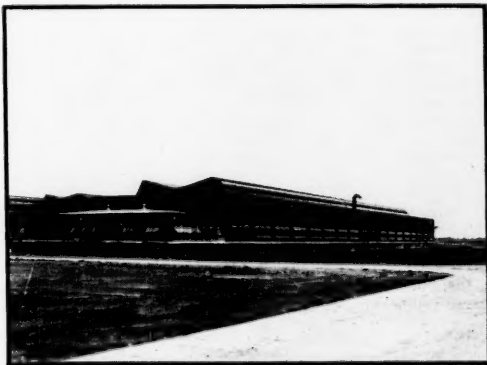
ELECTROLYTIC BUILDING—A new process for producing tubing by electro-forming is housed here.



OFFICE BUILDING—All clerical, industrial relations, and service functions are headquartered here.



LABORATORY—Complete to the most modern degree, it is used for metal analysis and testing purposes.



ENGINEERING BUILDING—All engineering activities in conjunction with the Decatur plant are centered here.

INDUSTRIAL EXPANSION

\$1,000,000 Plant for Texlite, Inc., at Dallas



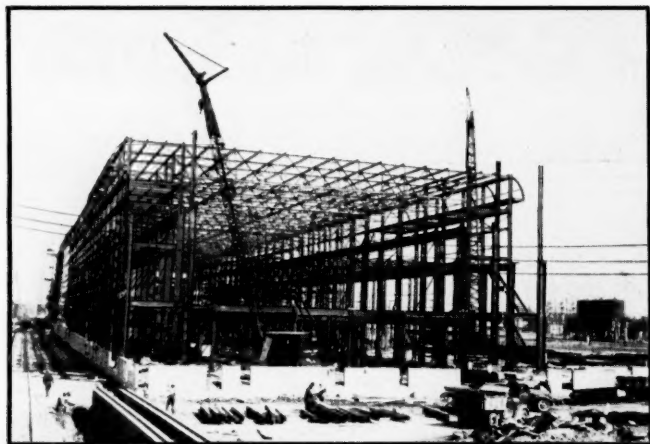
NEW HOME of Texlite, Inc., is nearing completion at Dallas, Tex. The new two story plant, totaling 114,000 square feet of factory and office space will provide facilities for trebling Texlite's output. Grayson Gill is the architect.

Kern's Wholesale Bakery Plant at London, Ky.



KERN'S BAKERY, recently opened for business, contains 30,000 square feet of floor space, employs eighty-one persons, and has a capacity of 21,000 loaves of bread every hour. It will serve the area within a forty mile radius of London.

NEWSPRINT



LAST BAY of the Machine Room being raised by the Virginia Bridge Company, fabricators and erectors of the structural steel used on this project.

Coosa River Plant 40% Complete Operations Scheduled for 1950

New \$32,000,000 plant at Childersburg, Ala.
will distribute its annual production to those who helped finance
the undertaking.

by S. A. LAUVER

SOUTHERN pine logs next year will drop into the barking drums of a huge mill in middle Alabama to mark the second time in history that this abundant natural resource of the South is used in the commercial manufacture of newsprint in its own territory. The wood will be cut in the lowlands southeast of Birmingham and will be processed in the new \$32,000,000 plant of the Coosa River Newsprint Co.

Newsprint from the 300-foot long machines to be installed in the project now about forty per cent completed at Childersburg, forty miles southeast of the Deep South's steel center, will move by truck and train to about seventy southern communities, whose newspaper publishers helped finance the new undertaking, together with several large insurance companies and a world-famous paper manufacturing concern.

Location—The new plant is being constructed on a 615-acre site formerly part of the big Coosa River ordnance plant established during the recent war to make powder. Land was purchased from the federal government and a 40-year lease

was made for use of the ordnance plant's power and water facilities. These embrace a 25,000-kilowatt electric power plant now operated by the Alabama Power Co., and a 23,000,000-gallon filtration unit.

Construction—Construction is being done jointly by the Daniel Construction Co., widely known southern contractor firm of Greenville, S. C., and Birmingham, Ala., composed of Charles E. and R. Hugh Daniel, and the F. H. McGraw & Co., nationally prominent Hartford, Conn., concern headed by Clifford S. Strike. Generally, the work is divided into architectural construction by the South Carolina firm and mechanical construction by the Connecticut contractor.

Structures included are a digester building, wash room, bleach plant, screen room, shops and grinder area, stock preparation space, machine room, pulp drying room and roll storage building, as well as lime kiln, slaker building, wood room, salt cake storehouse, chip bin, recovery building and evaporators.

The plant will be the only one in the Southeast with a ground wood and cook-

ing process. Length of the main structure stretching from the digester operation to the end of the machine room will be 1,100 feet, with the width approximately 250 feet. Height of the recovery building, the tallest among the many structures, will be 105 feet.

Several parking areas will be provided for the mill's approximately 750 full-time employees. The larger area will be more than 700 feet long. Smaller ones are to be located at the V-shaped office building. It is estimated that about 1,500 part-time workers will be needed in the woodland operations. Currently, about 1,300 workers are employed by the Daniel-McGraw combination for construction and supporting operations.

Raw Materials—Four million acres of forest land are located within a 50-mile radius of the new mill. Annual growth on this land is estimated at 1,500,000 cords of pine and gum pulpwood. About 230,000 cords, or fifteen per cent of this growth will be required in the manufacturing operations. At an average of \$10 a cord, purchase of pulpwood would mean an expenditure of \$2,300,000 for this raw material alone.

New Facilities—Childersburg, where the big mill is being constructed was one of those quiet southern towns before the second world war. Construction of the ordnance plant quickened its economic pace. Cessation of hostilities presaged almost certain return to the former status. To avoid this inactivity local interests formed the Talladega County War Plants Reconversion Committee.

J. E. Sirrine & Co., Greenville, S. C., engineering firm, was commissioned to make a survey of Childersburg and its contiguous area including the ordnance plant and recommend what steps could be taken. In the big power plant and the filtration facilities, as well as the wealth of timber, the Sirrine engineers saw the nucleus of a paper making mill. Their vision is now crystallizing into the project under construction.

Contract for the big mill was let to Daniel Construction, and F. H. McGraw & Co., the associated contractors, March 22, 1948, approximately two years after incorporation of the Coosa River Newsprint Co. An operating agreement was signed with Kimberly-Clark Corp., the preceding September. Ground was broken April 17, last year, less than a month after the construction award was made.

Officials—The one-story office building is occupied by officials of the newsprint company, including A. G. Wakeman, the operating vice president, and W. E. Hornbeck, the resident manager, both drawn from the Kimberly-Clark organization. Two among its features emphasize the modern design. One is the radiant heating system. The other is the decoration of its walls with high quality wall paper

made by Kimberly-Clark.

Mr. Wakeman, who also is general manager, is a veteran of more than 25 years in paper manufacture, both as operator and manager of big plants of the industry. He was director of the pulp and paper division of the War Production Board during the second world war.

C. C. Lande, the chief engineer, has spent 22 years in mill operating and field work. Most of the major Kimberly-Clark projects were done under his supervision, the latest being a 246-inch machine at Niagara, Wis. John Raeburn, the woodlands manager, is an expert in forestry and logging, with 25 years' experience.

Construction is being done by Daniel-McGraw through an executive committee composed of D. W. Neville, McGraw vice-president, and also chairman, and Charles E. Daniel and R. Hugh Daniel, the brothers who make up the Greenville concern. Carl G. Englund is project manager; C. A. Billings, assistant project manager; J. W. Rice, Jr., general construction superintendent; J. M. Curlee, general mechanical superintendent, and M. McDonough, project engineer.

Longest structure is the 1,100-foot-long series of abutting buildings embracing the digestors, wash room, bleach plant, screen room shops and storeroom, grinder room, stock preparation space, machine room, pulp drying room and roll storage area. Steel for this structure and practically all the others is up. Tail cranes, however, are engaged at the 105-foot recovery building.

Perpendicular to the main building's north end is the group of buildings linking the processing with the wood yard. These are in many shapes, one—the chip bin—resembling a great concrete barn; another, a lofty concrete coal silo, being built still higher by the slip forms at its top. Work on the salt cake storehouse is just starting.

Recovery Building — The recovery building is about 15 per cent finished. On one side are the evaporator foundations; on the other, the 225-foot-high brick stack, which in itself is a specialized construction operation. To the south is a big elevated water tank and to the north beyond the conveyor connecting the chip bin with the digester building is the 170-foot-long lime kiln, just recently placed on its concrete foundation. Provisions are made for a second similar unit. Nearby are the tanks for various liquors, as well as a hypo tower and a slacker building and kiln feed house. The work room is closest to the big wood piles.

Six hundred feet of conveyors will move the logs to the two barking drums, which now rest in their concrete cradle foundations. Other conveyors connect with the process buildings. The system is of Link-Belt manufacture. Sixty odd tanks are being installed. Many are already in place. These are Birmingham



GROUNDWOOD BARKING drums. Southern pine logs will drop into these drums next year when the huge Coosa River plant opens at Childersburg, Ala.

tanks furnished by the Inland Steel Co.

Approximately 6,500 piles were driven by the Raymond Concrete Pile Co. Ranging from 40 to 60 feet in length, these were necessary to insure firm foundations for both the buildings and machinery.

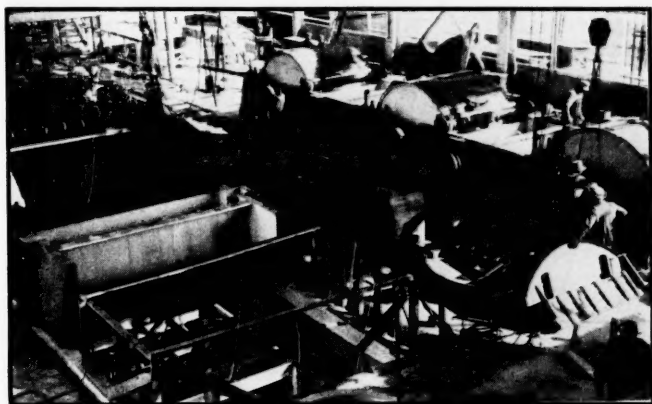
Kimprex treated forms are being used in the concrete work. A Kimberly-Clark product, this impregnation, according to the contractors, permits the forms to be used as much as 10 times. Rigidity of the laminated forms, it is pointed out, cuts down the number of supports needed. Square footage of forms totals around 1,000,000, of which 770,000 is being used in the building work, the rest in the foundations.

A total of 32,000 cubic yards of concrete is being placed, much in the foundations for the heavy equipment being installed. Smaller structures such as the chip bin and the silo also are so constructed. The Blaw-Knox concrete plant has a daily capacity of about 400 cubic

yards.

Brick work totals about 1,500,000 units; tile, about 300,000. Upper part of the bleach buildings and walls of the long paper machine building are brick. The 6,600 tons of structural steel is being furnished by the Virginia Bridge Co. The rest of the buildings, except those of concrete, will be enclosed with John-Manville Transite asbestos cement siding. Channel-type precast concrete roof slabs are being used. These are made by the Alabama Cement Tile Co.

Roofing and sheet metal work have been let to the Hahn Roofing & Heating Co., of Birmingham. Insulation on the piping is by Brooks-Fisher Co.; and insulation on the tanks, by North Brothers, both of Atlanta. Alfons Custodis Chimney Co. of New York, erected the brick stack. Babcock & Wilcox Co., also New York, is furnishing the bark burning boiler; Combustion Engineering Co., the recovery boiler.



WASH ROOM BUILDING. Here workers are shown installing the washers. This is one in a series of buildings extending about 1,100 feet.

SOUTHERNERS AT WORK

Schenley Promotes Monohan To Vice Presidency

The elevation of Edward S. Monohan, Lyndale Road, Kenton County, Ky., to vice president of Schenley Distillers, Inc., the production division of Schenley Industries, Inc., was announced recently by John L. Leban, president.

Starting as a junior engineer at the Old Quaker distillery, Lawrenceburg in 1934, Mr. Monohan, a graduate of the University of Kentucky, worked his way up through the posts of maintenance and supervising engineer at the company's Frankfort and Lexington plants to that of chief of Schenley's production engineering division in 1941, with offices in Cincinnati. For the past two years he also has served as operations manager of the domestic and foreign distilled spirits division, under Carl Kiefer. He is a director of the Bernheim Distilling Company, a Schenley affiliate at Louisville.

Clark Gaines named to Georgia Dept. of Commerce

Clark Gaines, of Elberton, named by Governor Talmadge as Executive Secretary of the newly created Georgia Department of Commerce, has enjoyed a wide experience in public affairs and business activities in Georgia.

Mr. Gaines was born in 1913 in Hart County, the son of the late Mr. and Mrs.



Clark Gaines

T. E. Gaines of that county. He was educated in the county schools and then

went to the University of Georgia from whence he was graduated in 1938.

After leaving the University Mr. Gaines served for a short time as assistant farm demonstration agent in McDuffie County and then joined the National Youth Administration where he served until 1941 when he entered the United States Army.

Mr. Gaines was in the army 58 months serving in the Italian theatre of operations with the 91st Infantry Division. He received several important decorations for his services.

Returning to the United States he obtained his honorable discharge and then entered the farm machinery business in Elberton. In 1948 he made his first entrance into Georgia politics when he ran for a post on the State Public Service Commission. He ran second in this race in a field of five candidates.

Mr. Gaines then went to Macon where he served as Manager of the Agricultural Department of the Macon Chamber of Commerce holding this post until February when he was appointed by Governor Talmadge to his present post.

Southern Alkali Announces Several Management Changes

With the retirement of O. N. Stevens as operating vice president of Southern Alkali Corporation, effective March 1, several management changes have been announced by Harold F. Pitcairn, president. Southern Alkali Corporation, jointly owned by Pittsburgh Plate Glass Company and American Cyanamid Corporation, operates large alkali producing plants in the southwest.

Stanley J. Hultman, superintendent of the two-year old Lake Charles, Louisiana plant has been named works manager at Corpus Christi. Mr. Hultman joined Pittsburgh Plate Glass Company during 1930 as an experimental and test engineer at its Barbarton, Ohio chemical plant.

Charles E. Weeks, associated with the Texas operation since 1934 as auditor and for the past two years as assistant to Mr. Stevens, has been named assistant works manager at Corpus Christi.

C. K. Ballard, superintendent of the caustic and chlorine department at Lake Charles since 1946, has been named plant superintendent. Mr. Ballard joined Southern Alkali in 1934 at Corpus Christi. He held successive positions as laboratory and development engineer, production department engineer and superintendent of the caustic and chlorine department.

Kentucky Chamber Names Mascott Executive Secretary

Appointment of George T. Mascott as Executive Secretary of the Kentucky Chamber of Commerce has been announced by B. J. Lenihan, president.

A native of Burlington, Vt., Mascott became National Secretary of Sigma



G. T. Mascott

Alpha Epsilon fraternity in 1930, following his graduation from Goddard College in Vermont and from Boston University. From 1933 to 1943 he was engaged in sales promotion and public relations work with General Electric Co., and more recently has been with the National Association of Manufacturers as director of regional offices and assistant to the president.

Mascott, 44, is married and the father of two children. He plans to move his family from their present home at Lake Success, N. Y., to Louisville within the near future.

Quaker Rubber Names New District Manager

A new District Manager has just been appointed by Quaker Rubber Corp., Philadelphia, Pa., in charge of the territory which includes the greater part of eastern United States. The new manager is Mr. John R. Lewis and officially will be in charge of District No. 2 of the Sales Organization.

The territory which will come under Mr. Lewis' supervision will include Pennsylvania, Maryland, Delaware, Virginia, Tennessee, North Carolina, South Carolina, Georgia, Florida and Alabama.

Wirebound Box Manufacturers Re-elect D. R. Simmons

D. R. Simmons of the Elberta Crate and Box Co., Bainbridge, Ga., was re-elected president of the Wirebound Box Manufacturers Association at the group's annual meeting in New Orleans, February 22 and 23.

John R. Miller of the T. R. Miller Mill Co., Inc., Brewton, Ala., was named vice president.

L. O. Crosby, Jr., of the Goodyear Yellow Pine Co., Picayune, Miss., was elected a member of the Board of Directors.

All other members of the Board of Directors, except the two one-year "rotating members" were re-elected.

New "rotating members" are S. D. Slaughter of Muskogee, Okla., and Foster L. Martin of Clarksburg, W. Va.

Board members re-elected are: J. B. Adkins, Gainesville, Fla.; E. S. Barnhill, Indianapolis; S. C. Craven, San Francisco; N. W. Embry, Chicago; D. R. Gooding, Wausau, Wis.; F. J. Martin, Jr., Toledo; R. F. Miles, Chicago; A. L. Whiton, Chicago; D. R. Simmons and J. R. Miller.

L. S. Beale, Chicago, was re-elected secretary-treasurer.

Humble Announces Supervisory Changes

Humble Oil & Refining Co., Houston, Tex., announces the following promotions and transfers of supervisory personnel in the Production Department:

Several changes have been made among Louisiana Division forces. J. S. McKinstry, superintendent of the discontinued Roanoke District, was transferred to the Paradise District, replacing A. J. Chesney. Mr. Chesney replaced W. T. Dabbs as superintendent of the Bayou Sales District, and Mr. Dabbs is now superintendent of the new Colorado City District, West Texas Division. F. L. Lively, superintendent of the discontinued Bayou des Glaises District, became assistant superintendent of the Avery Island District, replacing J. C. Audries who was transferred to North Crowley as assistant superintendent.

H. D. McClain has been transferred from the Lovell Lake Pressure Maintenance Plant to the Opelousas Gas Plant, now under construction, as plant superintendent. He was replaced at Lovell Lake by J. H. Kinsey, former mechanical supervisor at Katy Gas Plant.

Warren To Head Sales Division For Goodyear

A complete reorganization of field supervision of the Mechanical Goods

Sales division is announced by H. D. Foster, manager of the division.

Effective March 15, Goodyear's Mechanical Goods field organization was divided into four sales divisions. The move is designed to streamline operations and provide the means for more frequent Akron communication with districts. The new organizational change will also reduce the size of territories to be controlled by division managers.

R. B. Warren will take over the Southern Sales division, which will include Charlotte, Atlanta, St. Louis and Dallas districts.

Mr. Warren joined Goodyear in Akron in 1927, after being graduated from Ohio Wesleyan University. In 1933 he became mechanical goods representative in Atlanta, and transferred to New York in 1938. Warren served as assistant head of the Navy rubber director's office from 1942 to 1945, holding the rank of lieutenant-commander. He was manager of the Pittsburgh district before his new appointment.

Goodyear Representative to Speak at Southern Paint Meeting

R. E. Workman, St. Louis representative of the Chemical Division of The Goodyear Tire & Rubber Co., Akron, Ohio, will be among the speakers included on the program for the convention of the Southern Paint & Varnish Club to be held in Biloxi, Miss., May 9-11, 1949. The subject of Mr. Workman's talk will be, "New Developments of High Styrene-Butadiene Copolymers in Protective Coatings." Pliolite S-5, Goodyear's styrene-butadiene copolymer has found extensive application in the protective coatings field.

H. R. Thies, division manager of the company's Chemical Division, R. S. Earhart and W. C. Kirschner, Akron, and C. O. McNeer, Chicago, will be present at the divisional exhibit which will feature materials produced by Goodyear for the paint industry.

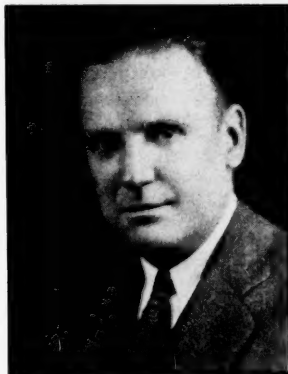
Shell Oil Shifts Personnel In Louisiana and Texas

Executive changes in the exploration and production organization of the Shell Oil Company have been announced by E. D. Cumming, regional vice president, Houston, Texas. E. G. Robinson, New Orleans area manager for the company, has left to assume a position as vice president, exploration and production, with Shell Oil Company of Canada, Ltd. Mr. Bouwe Dykstra, until now area manager at Midland, Texas, replaces Robinson in New Orleans. The new Midland area manager is B. L. Ryan, formerly

land manager for Shell's regional office at Houston.

Broderick & Bascom Rope Co. Announces Executive Changes

Broderick & Bascom Rope Company, St. Louis, announces two changes in executive responsibility. Fred Zimmerman,



Fred Zimmerman

Vice President, who has been in charge of sales, assumes the new title of Director of Sales. J. J. Sieber has been appointed Sales Manager.

Mr. Zimmerman joined the Broderick & Bascom organization in 1911 and has



J. J. Sieber

been continuously with the organization since then. Mr. Sieber, a graduate of Washington University, St. Louis, has most recently been Chief Product Engineer, operating from the home office. Prior to that he was connected with the Seattle factory and branch as Sales Engineer. He joined Broderick & Bascom in 1929.

Norfolk Industrial Commission Appoints Industrial Engineer

Announcement was recently made by the Norfolk Industrial Commission, 406 E. Plums St., Norfolk, Va., of the appointment of Mr. A. E. Baker as Industrial Engineer of the Commission. The appointment was effective as of March 1.

Frisco Announces Traffic Department Promotions

Promotions for 11 members of the Frisco Railway's Traffic Department were announced recently in St. Louis.

James E. Payne, vice president, said the promotions will include the creation of a new position—that of an assistant to the vice president with headquarters in St. Louis who will have supervision over the industrial and agricultural development departments.

To this new position will come J. W. Mahanay, now traffic manager at Memphis, Tenn. The promotion of Mr. Mahanay became effective March 16.

Other promotions announced, effective March 16, include:

H. D. Sweetin, now traffic manager in St. Louis, to freight traffic manager, sales and service, with headquarters in St. Louis.

C. H. Gray, now traffic manager at Tulsa, Okla., to freight traffic manager, sales and service, headquarters, St. Louis.

W. A. Young, now freight traffic manager, becomes traffic manager, succeeding H. D. Sweetin at St. Louis.

O. P. Rainey, now traffic manager at Birmingham, Ala., to traffic manager at Memphis, succeeding J. W. Mahanay.

J. W. Tipton, now general agent at Atlanta, Ga., to traffic manager at Tulsa to succeed C. H. Gray.

V. H. Biedermann, now general agent at New Orleans, La., to traffic manager at Birmingham to succeed O. P. Rainey.

J. M. Sachse, now assistant to the traffic vice president in St. Louis, to general agent, St. Louis, a new position.

J. L. Skaggs, now general agent at Little Rock, Ark., transferred to Atlanta, as general agent succeeding J. W. Tipton.

W. T. Rutherford, now soliciting freight and passenger agent at Dallas, Tex., transferred to New Orleans as general agent, succeeding V. H. Biedermann.

H. J. Key, now traffic representative at Little Rock moved up to general agent to succeed J. L. Skaggs.

Mr. Mahanay, who assumes the newly-created job in St. Louis to direct the Frisco's development activities, is a veteran employee having been with the organization since 1916 when he started as a telegrapher and chief dispatcher. He left the Frisco from 1916 to 1919 to work for another railroad then returned to the Frisco as an agent. He became city

passenger agent at Memphis in 1928, was later made general agent at Atlanta and then traffic manager at Tulsa. He went to Memphis as traffic manager in 1945.

Atlantic Coast Line Announces Appointments

The Freight Traffic Department of the Atlantic Coast Line Railroad Co. recently announced the following appointments effective March 1:

Mr. R. C. McLemore, Assistant General Freight Agent, Atlanta, Ga.

Mr. B. H. Cobb, Assistant General Freight Agent, Birmingham, Ala.

Mr. P. M. Lancaster, Commercial Agent, Wilmington, N. C.

Mr. H. W. Brandon, Commercial Agent, Atlanta, Ga.

Mr. G. F. Childs, Commercial Agent, Greenville, S. C.

Mr. R. A. Balkeom, Freight Service Agent, Atlanta, Ga.

Mr. L. H. Morgan, Freight Service Agent, Rochester, N. Y.

Another appointment, also effective March 1 was that of Mr. H. S. Young who has been named Assistant Manager Development Service, with headquarters in Atlanta, Ga.

Virginian Railway Announces Appointments

The Virginian Railway Co., Norfolk, Va. recently announced two appointments, effective March 1: Mr. J. M. Goodwin, Assistant General Claim Agent was appointed General Claim Agent, succeeding Mr. M. A. Hartigan, Jr., who after 38 years of service has retired.

Also announced was the appointment of Mr. C. S. Kester, Attorney, with headquarters at Norfolk, as Assistant General Claim Agent, succeeding Mr. Goodwin.

F. K. Prosser Advanced By Norfolk and Western

F. K. Prosser, coal traffic manager of the Norfolk and Western Railway, has been promoted to the new position of general coal traffic manager.

Mr. Prosser received his C. E. degree from Virginia Polytechnic Institute in 1912, and since has been associated with the coal and railroad business. After working for other railroads and coal companies in Virginia, Pennsylvania and West Virginia, he joined the N. & W. as a mine rating commissioner in Bluefield, W. Va., in November, 1922. In 1931, he was promoted to manager of the railway's newly established coal department. He was appointed coal traffic manager of the expanded department in 1934.



F. K. Prosser

Mr. Prosser has had experience in every phase of coal production—from prospecting and mining to merchandising, transporting, distribution and uses. He is considered an expert in the field.

Goodyear Announces Changes In Field Organization

The General Products Division of The Goodyear Tire & Rubber Co., headed by C. P. Joslyn, has announced several important changes in its field organization to handle greatly increased sales activities.

Effective Jan. 31, Mr. Joslyn announced that managers of Pliofilm sales in New York, Cleveland, Atlanta, Dallas, Los Angeles and Chicago became district managers in charge of sales activities in Airfoam, vinyl films and the Builders' Supplies and Flooring lines, as well as Pliofilm.

Elevated to the new posts are W. J. O'Keefe, New York; R. H. Kilgore, Cleveland; T. D. Strickland, Atlanta; R. T. Huffman, Dallas; A. E. Grundy, Los Angeles; and J. B. Post, Chicago.

Mr. Strickland, native of Atlanta and a graduate of the Georgia School of Technology, has been with the company since 1938, starting at the Gadsden, Ala. plant, later transferring to Akron, and then to the sales field, specializing in Florida fruit and vegetable Pliofilm packaging operations. His territory includes offices in Charlotte, N. C. and Orlando, Fla.

Mr. Huffman, another Akronite, a graduate of Oklahoma A and M, joined the company in 1939 and has been stationed at Dallas for the last six months. Prior to his Dallas assignment he held sales posts at Akron and Chicago. In addition to his duties at Dallas he will supervise sales activities at Houston and New Orleans.

"Parade of Industry"

The Southwestern Industrial Exposition now preparing for its second show boasts a fifty per cent increase over 1948.

The Southwestern Industrial Exposition which made its successful debut in 1948 with over 200 exhibitors and 125,000 visitors in Fort Worth, Texas, already indicates that an increase of over fifty per cent in exhibitors will take place for the 1949 show May 8-15.

Boasting a sizable backlog of reservations from previous participants, officials of the industrial show are offering space in this year's show to more than five thousand manufacturers in Arkansas, Louisiana, Oklahoma, New Mexico and Texas.

1948 Show—This "Parade of Southwestern Industry," a husky newcomer among manufacturers' shows, offered visible proof that industry is on the march in the great Southwest. The 1948 show brought large and small manufacturers from the five-state area into Fort Worth who made, processed or assembled products and offered them an opportunity to reach new channels of trade and strengthen present ones. And before the show had run its full eight days, plans were being laid to make it an annual affair.

Conceived in 1947 by a small group of manufacturers who felt a need for some kind of "show window" of Southwestern industry, the exposition was headed by President C. W. Wofford, re-elected for the 1949 show, and assisted by a board of directors representing eleven sponsoring organizations. Every state and regional manufacturers association and Chamber of Commerce in the Southwest lent its support to the show.

Displays—Displays ranging from heavy goods of forge to carefully turned products of craftsmen who work by hand offered plenty of variety to interest the most exacting person and doubting skeptic. Gleaming white portable drilling rigs, a completely furnished ranch style house, numerous working models, and countless tricky devices held the huge throngs spellbound from start to finish.

Sponsors—The Exposition is sponsored by the following organizations: Arkansas Economic Council and State Chamber of Commerce, Associated Industries of Arkansas, Inc., Associated Industries of Oklahoma, Chamber of Commerce of the State of Oklahoma, East Texas Chamber of Commerce, Fort Worth Chamber of Commerce, Louisiana Manufacturers Association, South Texas Chamber of Commerce, Texas Association of Commerce, Texas Manufacturers Association, and the West Texas Chamber of Commerce.

Acquisition of A. T. and N. Spurs Frisco's Interest in Port Business

LOOKING to the development of domestic and export business through southern coastal ports and through the terminals of southern cities, approximately 125 traffic managers and general agents of the St. Louis-San Francisco Railway Company (Frisco) from all parts of the United States and Cuba were taken on a six-day tour of their railroad's facilities in the South and Southeast early in February.

Headed by James E. Payne, traffic vice president, the group traveled by bus and special train to cover industrial and terminal facilities at such cities as Memphis, Tenn., Mobile, Ala., and Pensacola, Fla.

From St. Louis To Memphis—The tour began in St. Louis on Feb. 8 when the traffic representatives assembled there for a discussion of the Frisco's advertising program for 1949, and its plans for obtaining additional domestic and foreign business. From St. Louis the group moved to Memphis where one day was spent inspecting industrial sites and terminal facilities of the Frisco.

To Mobile—Then the group moved via special train to Mobile where two days were spent inspecting facilities of the Port of Mobile and the facilities of the Alabama, Tennessee & Northern Railroad which the Frisco acquired Dec. 28 last. Through its acquisition of the A. T. & N., the Frisco gained its

first direct entry to the Port of Mobile. It also added 214 miles to its 5,000 miles of tracks in nine states when it took over the Alabama, Tennessee and Northern, and immediately announced plans for the modernization and improvement of these facilities.

The A. T. & N., which runs from Mobile, Ala., to Reform, Ala., and makes connection with the Frisco at Aliceville, Ala., will retain its identity while becoming a part of the Frisco system. Frisco plans to spend \$1,350,000 during 1949 in rehabilitating the A. T. & N. with the improvements including the laying of heavier rail and rebuilding roadways and bridges wherever necessary. This improvement program got underway immediately upon the Frisco's taking control of the Alabama line.

The Frisco president has stated that Frisco's direct entry into the Port of Mobile via the A. T. & N. would not, however, cause the Frisco to lose interest in directing traffic—either domestic or foreign—through the Port of Pensacola, nor would it cause the Frisco to restrict its activities in the Florida city.

To Pensacola—Pensacola was the next stop on the trip. Here the touring Frisco men spent a day inspecting the docks, the Naval Air Training Station and various industrial sites served by the Frisco, before returning to St. Louis to disband.



A GROUP of Frisco traffic representatives are told about the dockside loading facilities of the Alabama State Docks and Terminals at Mobile, Ala.

NEW PRODUCTS

NoDrip Tape

J. W. Mortell Co., Kankakee, Ill., announces an improved cork-filled NoDrip tape. More pliable than formerly, the maker states it is now much easier to put on cold water pipes



Cork Filled Tape

to stop dripping. Straight pipes, valves, joints and tees can be covered by anyone in a few minutes without the use of tools, adhesives or brads. Before applying, pipes are wiped dry and then the tape is wound spirally around them to form a tight fitting, sealed jacket that is effective immediately.

Cup Disc & Piston Seat

A new cup disc and piston seat design in a new valve used exclusively in their "500" series of regulating valves is announced by Kipfel Manufacturing Company, Division of Hamilton-Thomas Corp., Hamilton, Ohio. The inner valve is an exclusive design developed by Kipfel.

This valve is balanced when open and therefore controlled by the diaphragm and unaffected by changes of inlet pressure. When closed it is held tight against the single seat by inlet pressure.

Combination Lathe

Two established lathes made by the R. K. LeBlond Machine Tool Co., Cincinnati, Ohio—the 25" 50" Sliding Bed Gap and the 27" Hollow Spindle—have been combined into one machine with a swing capacity of 60½" within a 5-foot wide gap and a spindle hole of 1½". The new machine was built in answer to numerous requests from the field, according to LeBlond sales officials. It offers the productive capacity of three lathes: sliding bed gap, hollow spindle, and standard heavy duty engine lathes.

A totally enclosed, automatically lubricated quick change box is one of the improvements included on this new lathe which also has a geared headstock with heat treated steel gears, a carriage which permits facing full swing of the gap, hardened and ground steel bed ways front and rear on upper bed, and other advantages.

Synchronous Motor

Hagen Manufacturing Company, Inc., Baraboo, Wisconsin, has designed a new synchronous motor, with two step-out balanced flat band spring motor. Full synchronous speed is reached in a fraction of a second. It is available in a wide range of speeds from 1 RPM to 720 RPM, and can be furnished with external gear reduction to provide output speeds of 1 RP 10 minutes to 1 RP 72 hours. The Solemold brake attached to the back of motor operates in conjunction with the on and off switch that operates the motor. When the motor is turned off, the Solemold brake stops the motor instantaneously eliminating "coasting."

Quick-Drying Primer

Recently developed in the laboratories of The Tremco Manufacturing Company, 8701 Kinsman Rd., Cleveland, Ohio, Tremco Quick Drying Chromated Metal Primer is a priming

treatment that makes it possible to apply two coats of paint over metal in a single day. The priming coat dries to touch in 10 minutes and can be handled in 20 minutes. It can be recoated in 30 minutes to an hour, under average conditions of temperature and humidity, even with coatings containing strong solvents—without danger of the primer's lifting or blistering.

Diesel Unit

What is claimed to be the first "packaged" diesel power unit capable of providing both electricity and mechanical driving power simultaneously has been announced by the Murphy Diesel Company, Milwaukee 14, Wis., who call their new power plant, the MECH-ELEC Unit. Any fixed or variable proportions of mechanical and electrical loads can be handled providing the combined total does not exceed the rated capacity of the engine and that the electrical load does not exceed 50 K.W. Generator can be operated without engaging mechanical drive.

Two models are currently available, the Model ME-6, rated at 135 H.P. continuous, 160 H.P. intermittent and the Model ME-66, rated at 150 H.P. continuous, 180 H.P. intermittent. Both models are equipped with 30 K.W. generators. The engine ratings indicate the total power available for mechanical output.

Draftsman's Chair

The Cramer Posture Chair Co., Inc., 1205 Charlotte St., Kansas City 6, Mo., have developed a drafting chair which, it is claimed, is completely adjustable without tools. The height of the seat ranges from 23½" to 32½". Seat height and depth, back and foot rest may be tailored to individual needs. Further information may be obtained from Cramer's main office or local representatives in most cities.

Portable Fan

The Lau Blower Co., Dayton 7, Ohio, announces the Lau P-18 portable fan, designed for any room. It may be placed in a room or fitted to the window; when in the latter position it draws in 1800 cu. ft. of air per minute.

Weighing 25 pounds, the P-18 is 22" square with a depth of 7-11½". It has a carrying handle, a ten-foot plug-in extension, and three speeds. Edward V. Sullivan, Advertising and Sales Promotion Manager at Dayton, will answer all inquiries.

New Tools

Flanged nuts, stud sets and step blocks will be introduced this month by the Northwestern Tool & Engineering Co., Dayton 3, Ohio, at the Fourth Southern Machinery & Metal Exposition in Atlanta.

The nuts, heat treated for wear, range in size from 5/16" to 1". The studs include two additional sizes, one for the ¾" T-slotted machines with 5/16" studs and one for the 1-1/16" T-slotted machines equipped with 1" studs. The step blocks are 50% larger than any ever made before, graduated 4-1/16" steps. They are 2" thick and have a range from 3/4" to 9".

Flanged Cartridges & Pillow Blocks

Boston Gear Works, Quincy, Massachusetts, has just marketed a new pillow block and a new flanged cartridge. These two products have the following characteristics: Bearing is self-aligning; high quality ball bearing alloy steel races and chrome alloy steel balls; inner race is locked to shaft by two knurled pin-point set screws, set at 120°; new oil resistant seal of labyrinth design provides dirt free lubrication chamber; bearing is prelubricated and can be placed directly in service; rigid mounting provided by solid, one piece cast iron housing.

Both flanged cartridges and pillow blocks are available for shafts ½" to 1½" diameter.

Hydraulic Dynamometer

Hydraulic Dynamometers, designed, built, and used by the Wagner Electric Corporation, 688 Plymouth Ave., St. Louis 14, Mo., have now been made available to electric motor

repair shops and other establishments where load-testing of motors is an important operation.

Tests that can be made with the dynamometer include idle, pull-in, pull-up, full-load and locked. The locked test can be made without having to shut off the motor to insert a locking pin or similar device. The dynamometer is foot controlled, and both the operator's hands are free. Exact foot pounds of torque can be read directly from the gauge furnished with the dynamometer.

Top Compression Ring

A top compression piston ring, has been developed by the Piston Ring Department of Koppers Company, Inc., Pittsburgh 9, Pa.

Engineered around a new Koppers-developed alloy, called K-Spin, and produced by a special centrifugal casting process, the new ring is now available for all makes of passenger cars. It already has been in service in streamline trains, airplanes, ships, trucks, and buses, with remarkable success.

Koppers officials said, that based on exhaustive tests already made, there are strong indications that the K-Spin rings are the most revolutionary development in piston rings in many years. To back their belief, Koppers is guaranteeing that K-Spin rings will not break in installation or for the life of the car.

High Frequency Welding Unit

The threat to continued use of high frequency inert gas arc welding was ended by Federal Communications Commission approval of a National Cylinder Gas Company unit that does not interfere with radio or television reception.

Approval follows a year and a half of intensive research by welding equipment manufacturers, and beats the FCC's April 30 deadline for production of high frequency welders that do cause interference.

Primer

OSPHO, a product of Rust-Heil Products Company, Cleveland, Ohio, is a metal primer applied directly over rusted surfaces. It is a formula of orthophosphoric, chromate, extenders, and wetting agents. When applied, it causes iron oxide (rust) to change chemically to iron phosphate, an inert, hard, dark gray substance. After drying overnight, rust is stopped and paint adheres so tightly that moisture and oxygen cannot attack the metal.

Water Coolers

The 999 line of Kelvinator Water Coolers, Town and Lucas Sts., Columbus, Ohio, includes a five-gallon pressure cooler, a recycled bottle water cooler, and a model which simultaneously cools water, freezes ice cubes, and maintains an adequate cold storage compartment. All three models contain hermetically sealed, static condensing units.

Conversion Units

P & G Supply Co., 615 S. E. Market St., Portland 14, Oregon, state that truck operators may now fit their hauling equipment with crawler type tracks to beat winter snow and mud. These units are designed to add tractor performance to conventional single and tandem axle trucks and permit effective hauling operations under mud, snow and desert conditions which stall ordinary wheeled vehicles.



Truck Tracks

The tracks may be fitted to single or tandem axle trucks equipped with most standard dual tires.

Processed Scotchlite

By-Buk Co., 4311 W. Pico Blvd., Los Angeles, Calif., has recently reported a new and exclusive process by which Scotchlite reflective sheeting can be applied to any surface with a reduction of up to 80% in application time. The company also reports that By-Buk process now makes it practical and economical to equip trucks, railroad rolling stock, highway signs and any equipment requiring high night time visibility with this material.

By-Buk processed Scotchlite is available in several styles of lettering and numerals, barricading and standard highway regulatory signs, and can be furnished to order in any



By-Buk Process

size or style desired, including intricate, multi-colored trade marks and designs.

Electronic Counter Decades

High speed electronic counter decades which are used by the Potter Instrument Company, 136-56 Roosevelt Avenue, Flushing, New York, in their standard counters, scalars, predeter-mined counters, and counter chronographs are now available separately, or in custom designed equipments. The Potter four tube decade circuit has been proven by over five years of actual operation in counter chronographs at Government Proving Grounds as well as in numerous industrial applications in which a precise count is required for packing or automatic machine control.

Step-Up Handpiece

The new No. 1300 Step-Up Handpiece of Wyzenbeek & Staff, Inc., 515 W. Hubbard St., Chicago 22, Ill., can be used with any Wyco Flexible Shaft Machine (except Junior and Wycoflex models). By replacing the standard handpiece or angled with this step-up handpiece the speed is increased 3 times. For example, on standard 3000 R.P.M. single speed Wyco flexible shafts or machines the operator can use small diameter rotary files, mounted grinding wheels or abrasive sanders with a speed of 18,000 R.P.M. The handpiece is available in two sizes to fit the various Wyco flexible shafts. A special new Wyco machine having a constant speed of 11,000 R.P.M. giving 33,000 R.P.M. by using this handpiece for carbide cutters with 1/4" or 1/2" shanks is now offered.

Portable Sparkler Filter

Sparkler Mfg. Co., 1203 W. Lake St., Mundelein, Ill., recently announced an inexpensive gravity water filter that is completely portable and highly efficient, and operates without water pressure or any mechanical device.

According to the manufacturer, this water filter removes all sediment, oil color, chlorine taste and other undesirable tastes from water, and also will provide clean pure drinking water to construction workers, road gangs, etc., or any location away from a certified source of water. All parts are quickly accessible and the filter may be set up or dismantled in a few minutes.

Refueling Pump

General Scientific Equipment Co., 2700 W. Huntington St., Philadelphia 32, Pa., announces their new refueling pump redesigned for strength and durability. The company claims a special nylon cord, neoprene coated diaphragm which is very strong and stands up under gasoline and all motor oils, is the outstanding feature in the pump. It is said that

NEW PRODUCTS

the pump is ideal for underground work, as it has very high suction and is self priming. Automatic drainback feature permits draining of hose and pump back into tank.

Multi-Outlet Strip

Eberbach & Son Co., Ann Arbor, Mich., recently developed the Multi-Outlet strip designed for use wherever additional electrical outlets are required. The company states it is particularly useful in commercial and educational laboratories to eliminate the tangle of wires resulting from use of several multiple plugs at a single outlet; it eliminates the necessity for additional permanent wiring.

Plastic Sleeve

Topflight Tape Co., Inc., York, Pa., has introduced a type of plastic sleeve which, it is claimed, will give permanent identification to tubing, wires, cables, hose, conduits, couplings, etc., or practically any material that requires permanent identification. The sleeve is made of cellulose acetate butyrate and is available in extruded colors in code or plain patterns.

Welding Helmet

Welders Products, 141 W. Jackson Boulevard, Chicago 4, Ill., announces the welding helmet with its movable blinker lens which permits the welder to lower and raise the filter lens without raising his helmet by a simple downward or upward movement of his chin against a pivoted chin strap. This leaves both hands free at all times, whether welding or not. With this helmet the company claims welders may work safely in confined spaces, i.e., tanks, sections of ships hulls, locomotive front ends, fire boxes, boilers, etc.

Torchmaster

Industrial Engineered Products Co., 7416 Melrose Ave., Los Angeles, Calif., states the Torchmaster is a general utility, self contained hand torch only 2 1/2 inches by 13 inches burning liquid petroleum gas. The torch will do light brazing, soldering, and innumerable heating operations; burns upside down or at any angle and has a filtered wind proof burner that will not clog or blow out, according to the manufacturer. A single control valve turns the torch on and off and adjusts the flame from a pencil point to a roaring blowtorch.

Panalarms

Panalarm Products, Inc., 728 N. Clark St., Chicago 26, Ill., recently developed the Panalarm designed to make possible safety shut downs, sequencing, or inter locking of plant operations. They are multiple signal and alarm systems with a broad range of use on process power, power plants and many other applications where sound and visual alarms are required to indicate failure or changes of normal.

Light Watchman

Clathram Products Co., 15 E. Runyon St., Newark 3, N. J., has developed a safety device that provides instant, automatic light when the regular source of current is interrupted. When the current is restored the emergency light goes off automatically. The soft, glareless fluorescent light will provide approximately ten hours emergency service with standard dry cell batteries. It also has convenient carrying handle and can be used as a hand light.

Silver Plating Powder

Cool-Amp Co., 8493 S. W. 17th Ave., Portland, Oregon, has developed a method of silver plating high amperage electrical connections on the job. The product is especially desirable for improving continuity of electrical service and reducing maintenance time and costs as it offers a quick and easy solution to the problem of heating due to oxidation. The company states that Cool Amp silver plating powder deposits a genuine coat of silver that will not come off and gives cool maximum conductivity for contacts; is completely harmless to the user and is simple to apply.

Three Wheeled Carrier

Ernst Drumobile Division, Brantwood Products, Inc., Buffalo, N. Y., has recently produced the drumobile, designed to lift, transport and release any size or type of steel drum, wood barrel or cylindrical fire container. Drumobile is declared to possess



Drumobile

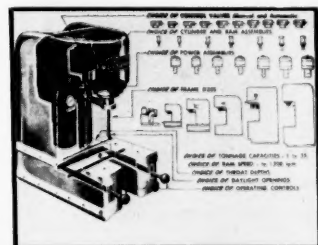
many advantages in addition to safe and speedy handling; unique among carrying vehicles, it picks up the container, carries it in a level, upright position and deposits it gently without being touched by human hands and without tilting. Thus, open containers may be carried without risk of spilling, even when brim full.

Cabinet-Type Fan

A variable speed, cabinet-type fan with reversible feature is introduced by the Chelsea Fan & Blower Co., Inc., 1206 Grove St., Irvington, N. J. Available in two sizes, the 24" and 30", this fan can be mounted on the window sill or supported from the window frame by attachments provided. These fans are of sufficient capacity to provide one change of air per minute for small homes, apartments, stores, shops, office suites, etc.

Oil Hydraulic Equipment

Denison Engineering Co., Columbus, Ohio, has announced standardization in their multipressure line of oil hydraulic equipment for operations on production run and problem jobs requiring pressing capacities from 1 to 35 tons. The company claims this line now provides a flexible range of complete, self contained presses to match any of a wide variety of industrial requirements. The presses are



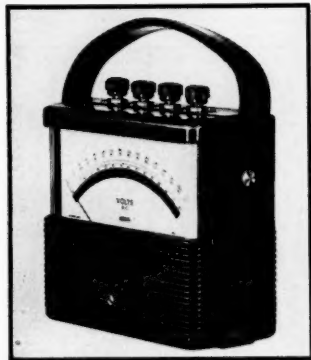
Oil Hydraulic Presses

now available in seven standard sizes of compact, space saving frames, each of which is designed for specific dimensional and tonnage requirements.

NEW PRODUCTS

Portable Instruments

Weston Electrical Instrument Corp., 617 Frelinghuysen Ave., Newark 5, N. J., recently developed a new series of a.c. and d.c. portable instruments featuring modern design.



Weston Portables

exceptional scale visibility, and more efficient shielding. The company states these instruments have non breakable windows that extend the full width of the instrument, curving around each side to reduce shadows, and providing brilliant illumination of the large, readable 5 1/2 inch scales. The units are equipped with hand calibrated mirror scales and knife edge pointers.

Carbide Cutters

Severance Tool Industries, Inc., 637 Iowa St., Saginaw, Mich., are introducing a series of carbide cutters known as Carbo mills. They will have 1/2 inch diameter shanks and are made of solid carbide in one piece. They are equally useful to maintenance men and to tooling departments such as produce dies, molds, and metal patterns. The company states they can be reground over and over again at a fraction of their original cost giving results comparable to new tools each time they are ground.

Control Valve

Modernair Corp., 4222 Hollis St., Oakland 5, Calif., announces recent additions to the CV control valve series which include a cam operated model and a foot controlled valve with spring return action. The CV series are specially designed for the control of single and double acting cylinders in pneumatic or fluid circuits. The valve piston is fully balanced, eliminating handle load from pressure, and design permits transmission of full line volume and pressure through valve.

Body Solders

Reynolds Metals Co., 2500 S. Third St., Louisville, Ky., states new type body solders made from powdered aluminum appear destined to replace the older type solders which had to be melted and flowed in to dents and other damaged areas of automobile bodies. The company also states that the new solders require no heat, and thus avoid damaging adjacent painted surfaces. Several successive applications can be employed to build up thicknesses as much as one inch.

Self Dumping Hopper

Roura Iron Works, Inc., 1401 Woodland Ave., Detroit 11, Mich., states that the Roura self dumping hopper saves an estimated 30% on labor time over hand emptying methods. It rolls forward, empties itself, then rights and locks itself securely in position. The hopper is designed to permit one man to distribute or unload wet or dry, hot or cold bulky materials quickly and easily. Standard

self dumping models are built for either platform type or fork type lift trucks in capacities of 1/2, 3/4, 1, 1 1/2 and 2 yards.

Versatile Controller

Emmett Machine & Mfg. Co., Akron, Ohio, announces their new Robotron hydraulic press control unit designed to perform automatic bumping operations on hydraulic presses. It can be set to give from 1 to 40 bumps during any one cycle of operation and to control the over all cure time. Another feature is the range of 21 different cure times for each setting of the time switch. The company states the bumps can be timed to be either alternating or consecutive, as required, for any particular application.

Electric Saw

Porter Cable Machine Co., Syracuse 8, N. Y., announces the addition of their new all purpose, six inch saw to its line of guild tools. The company claims that this saw is powerful enough for professional carpentry, yet is priced so low that it is within range of the home owner, hobbyist, and farmer. The light weight saw is recommended for general carpentry, building and contracting, maintenance, crating, floor installation and repair, cabinet work and countless home uses.

Stainless Steel Electrode

Champion Rivet Co., Harvard Ave., E. 108th St., Cleveland 5, Ohio, announces their new 316-CE stainless steel electrode which has been developed to weld type 316-ELC stainless steel that is now produced in sheets, bars and plates. The company claims the unusual feature of this analysis is that the carbon content is the lowest that has ever been produced in stainless steel. With this small amount of carbon in the parent metal and electrodes, it is believed possible to practically eliminate intergranular corrosion in the zone adjacent to the weld and in the weld deposit because carbide precipitation is prevented.

Car Shaker

Allis-Chalmers Mfg. Co., Milwaukee, Wis., has developed a car shaker for emptying coal, binders, ore, slag, coke, sand and gravel and other granular materials quickly and safely from drop bottom gondola cars. Weighing approximately five tons, the car shaker is designed to fit all sizes of gondola cars, and incorporates such features as a stress relieved body, and a completely new design mechanism with a minimum of working parts.

Belt Conveyor

Industrial Engineering & Mfg. Co., Inc., Brimfield, Ind., recently introduced their new type of belt conveyor adaptable to a wide range of fields and applications. The company reports that by adding sections and belting, the conveyor can be made in any length required; it can be furnished in any width and can be equipped to operate at any speed; by changing the conveyor belt to fit the need, it can be used to convey almost any product. It is available with wheels for mobile use or without wheels if conveyor is to be permanently installed for moving materials between floors, etc.

Electric Window Fan

Emerson Electric Mfg. Co., St. Louis 21, Mo., recently developed a 2-speed 16 inch window fan designed to provide rapid air circulation in small apartments, several rooms of a home, small stores, shops, etc. This fan is equipped with mounting panels which are adjustable 27 1/2 to 36 inches in width, between window sills. Chain and screw accessories are also supplied for installation without panels for window 16 to 27 inches wide.

Bench Shaper

South Bend Lathe Works, South Bend 22, Ind., announces production of their new 7 inch bench shaper for toolroom and industrial use. According to the maker the shaper is capable of the most exacting work on parts within its capacity. Main castings for the

shaper are made of close grained semi steel; the ram and table slides are milled and hand scraped for precision fit and are provided with adjustable gibbs. All gears are machine cut from steel or gear fibre for smooth, quiet operation and backlash is held to a minimum by fitting parts to extremely close tolerances.

Air Control Valve

Logansport Machine Co., Inc., Logansport, Ind., recently put on the market a three position, double, four way air control valve for operating two double acting air cylinders. The company states the valve is of packless plug type construction, assuring long life with minimum maintenance. The brass taper plug is precision ground and lapped into a high tensile cast iron body, thus giving a perfect seal. Made for foot mounting on any flat surface, the company claims it may be located anywhere on the machine with the operating handle in a vertical or horizontal position.

Welding Kit

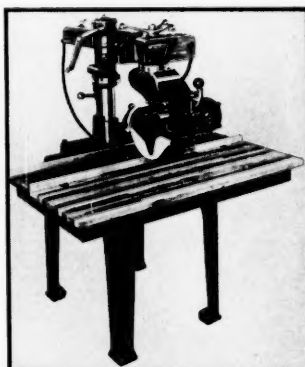
All State Welding Alloys Co., Inc., 278 Ferris Ave., White Plains, N. Y., recently introduced a compact welding kit containing low temperature alloys and fluxes for any gas welding job. The manufacturer states that this kit which is field designed, meets a long felt need for welder, distributor and manufacturer alike, and is the handiest kit yet designed to become standard equipment with every gas welding outfit department on contract jobs, on ships, on farms, and for field repair of every kind as well as for the maintenance welders in plants, factories, quarries, mines, foundries, etc.

Kwik-Mix Tower Loader

Development of a special tower loader attachment for discharging concrete batches to forms above ground level or into trucks has been announced by Kwik-Mix Co., of Port Washington, Wis. The tower device can be fitted to either the model 11-S or 16-S mixers. Kwik-Mix is a subsidiary of the Koehring Co. The new tower loader is said to be an efficient answer to the contractors problem of loading trucks and hoppers from a ground level mixer. Maximum discharge height is 9 foot-2 inches. The bucket handles a full batch directly from the discharge chute of the portable concrete mixer. Discharge at top of tower is completely automatic. Bucket travel and discharge is completed during the time the following batch is being mixed in the mixer drum.

Walker Turner Saw

Walker-Turner Division, Kearney & Trecker Corp., Plainfield, N. J., has recently placed in production the 900 Series Radial Saw which is said to make cutting easier and faster on all wood, plastic, and similar materials. The company states the new center pivot offset yoke permits all cuts to be made in the convenient table area. New geared motor has 2 1/2 times overload capacity, extra

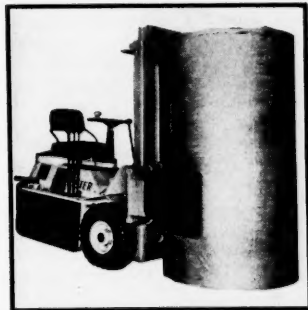


Radial Saw

cool running; rigid, clean cut accuracy; holding design incorporates taper latch indexing and locks that are easy to reach and operate.

Materials Handling

Hyster Co., Portland 8, Oregon, recently developed a paper roll grab for handling rolls of newsprint or other tightly wrapped paper cylinders ranging in diameter from 25 to 36 inches and weighing up to 1700 pounds, for use with its "20" lift truck. The attachment consists of hydraulically controlled steel plates, faced with rubber for non-slip retention, which exert sufficient pressure on the



Paper Roll Grab

sides of a paper roll to hold it securely without slippage while traveling and stacking.

Zephyr Sponge Mop

Zephyr Mfg. Co., Sedalia, Mo., has recently put on the market the zephyr sponge chamois mop made of Dupont cellulose sponge yarn and offered on a mop stick or as a mophead. According to the maker, the mop washes like a sponge and dries like a chamois and will hold many times its weight in water. It is light even when thoroughly soaked with water, yet sturdy enough to tackle the heaviest cleaning work. It is ideally suited for the home, institutional and industrial use.

Abrasive Compounds

F. S. Products Co., 518 Melwood St., Pittsburgh 13, Pa., has developed three different grades of abrasive compounds specifically for use in grinding and lapping in brass or bronze tapered plug or key cock valves. These compounds are made with a water soluble base of special formula that has excellent lubricating and carrying qualities and yet parts finished with this compound can be washed in ordinary water.

Die Head

Peerless Machine Co., Racine, Wis., states that overall time for threading pipes, bolts and solid rounds is substantially reduced with their new quick opening die head. This die head features monotype high speed steel chasers for long life cutting service and can be used on any pipe threading machine having capacity to 2 inches pipe diameter.

Suitable adaptors are regularly furnished with the die heads so they may be mounted either vertically or horizontally on the machine carriage. Series of die heads designed for vertical mounting are interchangeable on individual machines.

Water Saver Valve

Ross Operating Valve Co., Detroit 3, Mich., recently introduced a water saver valve. Their new control is a straight way or shut off valve normally open or closed to the water supply. It allows the coolant to run when needed but automatically turns it off between required periods. A time delay adjustment is set for maintaining the coolant flow for a period from 0 to 24 minutes after the machine cycle. Operation of the valve is purely automatic requiring no electrical or mechanical modification.

Magnetic Tube

Multiflash Mfg. Co., 2114 Monroe St., Detroit, Mich., recently reported that their new design of the Multiflash rotary magnet used for steel pick up purposes, gives 50 per cent

more magnet power and offers improved handling features. The rotating magnetic tube is propelled manually in carpet sweeper fashion to pick up steel scrap or parts from floors, parking lots, and driveways. Its many uses include the removal of tramp iron from liquids, powders, and the like, and separating steel from other materials.

Air Filters

Farr Co., 2615 Southwest Drive, Los Angeles, Calif., recently announced completely automatic, self washing air filters designed for installation in most types of air conditioning systems. They are available in a variety of sizes to meet any C. F. M. requirement. A series of automatically controlled water and oil nozzles on the entering air side of the filters periodically wash and re-oil the filter media. A constant displacement pump, controlled by the timer, operates at the proper speed and delivers correct amounts of oil according to the number of filters in the bank.

Refractometer

Bausch & Lomb Optical Co., 635 St. Paul St., Rochester 2, N. Y., has developed a refractometer for testing and controlling the quality of chemicals, foods, and oils. According to the manufacturer the portable, electrically illuminated instrument affords accurate refractive index readings in less time than was possible with previous instruments. Its detachable prism system may be removed by the user and replaced quickly with a duplicate set to avoid layoffs, should repairs become necessary.

Cup Type Goggle

Chicago Eye Shield Co., 2300 Warren Blvd., Chicago 12, Ill., has introduced their new cup type goggle claimed to be one of the safest and most comfortable goggles of its kind. The goggle features newly developed moulded thermoplastic cups that are engineered to fit both left and right eye areas snugly yet gently, and have broad contact surfaces which eliminate pressure spots. Another feature of this newly designed goggle is the moulded rubber comfort king headband, which provides added comfort to wearers, and holds the goggle firmly with 30% less tension.

Roll Neck Seal

Crane Packing Co., 1500 Cuyler Ave., Chicago 13, Ill., has recently put on the market a roll neck seal designed specifically for the rugged conditions met in the rolling of steel. It seals in the vertical plane, and maintains a positive drive at all times. It is a self contained unit, flexible enough to take care of neck deflection. Multiple spring arrangement provides for endwise movement of the roll so that the seal does not have to take the mill thrust load. The company claims that once installed, the unit practically eliminates all maintenance.

Portable Pressure Oiler

Binks Mfg. Co., Chicago, Ill., announces their portable pressure oiler designed for the quick, convenient application of lubricating oil to all types of plain and roller bearing journals used on locomotives and rolling stock. Equipped with a long handled nozzle, and a quick acting valve for one hand operation, workers don't have to squat or stoop, as when pouring oil from a can. While Binks portable oiler was primarily designed as a journal oiler, many other incidental uses have been found for it, such as oiling switches and derails, manual and mechanical switch gears, interlocking mechanisms, power plant equipment and bridge operating machinery.

Multi Purpose Gun

Hydro-Flo Corp., 512 Hippodrome Bldg., Cleveland 14, Ohio reports that it is entering the home and automotive field with a lightweight multi-purpose gun that attaches to an ordinary garden hose for the dispensing of liquid or powder detergents, fertilizers, insecticides, weed controls, etc. The gun operates on a simple water activation principle, not to be confused with common siphoning. The company states that a light touch of the thumb instantly converts detergents into rich

NEW PRODUCTS

foaming suds that may be directed on a target for rapid cleansing action. Mere release of the thumb stops the sudsing process and quickly permits clear water to flow on to the sudsy target for rinsing.

New Holland Adds Bins

The New Holland Manufacturing Company, Mountville, Pennsylvania, has begun manufacturing aggregate bins.

New Holland is making the standard one-compartment 21 cubic yard straight and jack leg bins and the three-compartment 21 cubic yard bins. The one-compartment bin is 10 feet square while the three-compartment bin measures 8 by 12 feet. Overall height is 16 feet. Truck clearance under the bin is 8 feet.

New Wayne Truck Crane

A new 1/2-yard, 10-ton truck mounted crane and excavator has been announced by the Wayne Crane division of the American Steel Pledge Company, Inc., Fort Wayne 1, Ind. Known as the Model 44 Corsair, the machine travels at truck speeds, swings at 5 1/2 r.p.m. and is convertible to all crane and shovel attachments.

The six-wheel, tandem-type carrier, built especially for crane mounting, is of 16-inch—45 lb. steel "I" beam construction. Crigger tubes are integral with frame—one pair ahead of front wheels and one pair behind rear wheels—to provide maximum rigidity and stability. Improved boom clearance and visibility are achieved by an offset, one-man cab and tapered frame ends.

Flex-Plane Machine

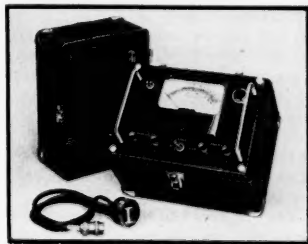
A machine that mechanically installs dowels and tie bars in concrete pavements, thus eliminating expensive holding devices, has been announced by the Flex-Plane Co., Warren, Ohio. The installer, available for rental or sale, vibrates bars through the finished surface to their exact position and alignment within the slab.

Core tests by state highway engineers have proved, it is said, that the machine "spots" bars in better alignment than any method used previously. Reductions in cost are effected mainly by elimination of expensive dowel holding devices. There is also less labor and miscellaneous expenses connected with the operation of this machine.

The machine is usually placed on the forms behind the finishing machine. A gas electric unit, with hydraulic lift controls, the machine more than keeps up with the fastest paver operation. On-the-job time studies revealed the machine installs dowels and tie bars in 30 seconds.

Measuring Instrument

Branson Instruments, Inc., 436 Fairfield Ave., Stamford, Conn., has developed the Coatingage, an instrument for measuring the thickness of non-magnetic coatings on iron or steel. Measurements are made rapidly, without damage to the coating, and the thickness is indicated directly on the meter of the instrument, according to the manufacturer.



Coatingage

the instrument's lightweight and self-contained battery power supply permit its use in the field as well as in the laboratory or on the production line.

Machinery Exposition

Fourth Southern Machinery and Metals Exposition scheduled for April 25-28 in Atlanta.

Operating and maintenance engineering personnel of Southern industrial and service plants will find a diversified group of exhibits at the Fourth Southern Machinery and Metals Exposition, April 25-28, Atlanta Municipal Auditorium, Atlanta, Georgia.

Initial filing of exhibit plans by a substantial number of manufacturers who have already contracted for space indicate that new equipment and methods to be shown are designed to afford better production and to lower plant maintenance costs.

Entecite Welding Alloys Corporation, New York, for the fourth consecutive year, will exhibit low temperature welding rods and fluxes for arc welding, oxy-acetylene welding, and for furnace brazing. The Dockson Corporation, Detroit, Mich., will also feature welding and cutting equipment and supplies.

Magnetic particle inspection by The Magnaflex Corporation with their Duovex process will be of exceptional interest. This method permits parts to be inspected for defects in any direction with one magnetizing operation and one visual inspection, instead of the usual two or more magnetizations and inspections. Two magnetizing forces are applied simultaneously in the Duovex process.

Materials handling equipment and methods will be diversified, according to initial exhibit plans of Rapids-Standard Co., Inc., Mobilift Corporation, and Hyster Company.

Atlantic Steel Company of Atlanta, manufacturer of one of the most diversified lines of steel and allied metal products in the country, will display forgings and stampings adaptable to the general industrial needs of the South. Of unusual interest will be a steel products exhibit of Laminaires de Longtain, La Creyere, Belgium, calling the attention of Southern markets to the company's special sections and diversified products.

The lubrication field will be covered by Cities Service Oil Company, Fiske Brothers Refining Company, and Gulf Oil Corporation. In addition to general lubricants and petroleum specialties, Cities Service will exhibit their Heat Prover to demonstrate advantages to consumers of any type of fuel.

The Southern Industrial Conference on Machinery and Metals will be held for the fourth consecutive year in conjunction with the Industrial Exposition. Under the direction of the Engineering Division of Georgia Institute of Technology, the Conference Program will include

seminars on "Advances in Foundry Practice," "Use of Machine Tools," and "The Effective Use of Labor Hours."

Additional information can be obtained from the Exposition Management—Michael F. Wiedl, Executive Vice-President, Fourth Southern Machinery and Metals Exposition, Inc., 267 E. Paces Ferry Road, N.E., Atlanta 5, Georgia.

Depreciation

(Continued from page 46)

usual concepts of the depreciation problem that its industrial proponents have had practically no success in persuading the public that the practice is legitimate.

Some persons have even argued that it should be permissible to charge depreciation on the basis of replacement costs when making income tax returns, which would mean that under present conditions a taxpayer would be allowed to charge off more depreciation on certain old assets than the original investment in such old assets. The writer does not believe that there is the slightest chance of the government permitting any such change in depreciation practice, and it hardly seems equitable to treat the owners of depreciable assets in this especially favorable way, when nothing is being done (or perhaps can be done) to give the same relief to other sufferers from inflation.

Industry does need some relief from present depreciation practice, which is made much worse by the addition of high replacement costs to high tax rates and low depreciation rates, but the owners of government bonds and, for that matter, of the bonds of the very industrial concerns owning these depreciable assets, also deserve and need whatever relief from inflation we can let them have. At least the owners of depreciable assets still have the older assets which were installed at the lower price level, and it is obvious that for any of these older assets which have a few years of economic life remaining the inflation has a tendency to increase the present dollar value to a point somewhat above what would have been the case if there had been no inflation. This may be cold comfort to an industrial executive who is finding it difficult to finance replacements, but he may well remember that the owners of government bonds and others on a fixed dollar income do not even have that partial and very limited relief from the effects of inflation.

Suggestions for Solving Problem of High Replacement Costs.—What can be done to assist industrial concerns in financing replacements at high prices, if they are not to be permitted to base depreciation charges on replacement costs?

In the first place, one of the greatest of present hazards is that there may be a decrease in the replacement cost of as-

sets now being installed at very high present costs. If that should occur, it might be absolutely impossible to recover the investment in such assets tax-free, even though the investment may have been recovered from the economic viewpoint. Obviously the way to protect against this special present hazard is to permit the rapid writing off for tax purposes of investments now being made at high present costs. For reasons given in earlier articles in this series, it is very much in the public interest that Treasury depreciation practice should be liberalized in this way even without any regard to present high replacement costs. The present inflationary situation merely makes this liberalization more urgent.

But the problem of high replacement costs cannot be solved completely through making any sort of changes in depreciation practice. Only a fundamental change in our thinking with respect to the concept of annual income, and with respect to the maximum percentage of such "profits" that it is safe to exact in taxes will prevent the eventual drying up of the source of private investments in depreciable assets. That is a subject which is entirely too large and too complicated for this article, but one that is extremely important. Few persons seem to realize that under our method of calculating taxable profits each year without much regard to whether there will be any profits in the long run, we are really taxing "profits" which may turn out to be merely the recovery of an investment. In other words, we often tax what only seem to be profits, while making little or no provision for refunding such taxes should it later develop that the profits were unreal. As this situation becomes more generally understood we may find ourselves in a situation where no private investors will be justified in making those investments which our economy demands be made if we are to continue to increase our average standard of living.

In conclusion, there is no way to solve the problem of high replacement costs through making changes in depreciation practice alone, and it is certainly no solution to base depreciation charges on old assets on the replacement cost of such assets. A complete solution to the problem of inflation has apparently never been found and is probably never to be found. The best we can hope to do is to ameliorate the general industrial difficulties by making changes in our tax system that will eliminate some of the undesirable consequences of our present concept of annual taxable income. As far as the depreciation problem itself is concerned, the best we can do to avoid the worst effects of inflation is to permit an even more rapid writing off of investments in the early years of life than would be justified under normal conditions.



THE VALUE'S BIG ... THE COST IS SMALL

Few things give you so much real value at such low cost as the telephone. Sometimes, as in emergencies, the value is beyond price.

The telephone is indispensable in the smooth running of a household. It saves countless steps and time.

Helps with the shopping. Runs down town. Calls a doctor. Makes home a safer place. Provides unlimited capacity for friendship, success and good times. Enables every busi-

ness to do more business and do it better.

Your telephone is more valuable than ever today because there are 40% more telephones than there were three years ago. This means you can call more people and more can call you.

And the cost is still low. Increases in telephone rates are much less than the increases in most other things you buy. They average only a penny or so per call.

BELL TELEPHONE SYSTEM



Red Mountain

(Continued from page 43)

Mountain. Meanwhile, operations in Tennessee diminished slowly, and, eventually, they were abandoned completely, although the company still owns much land in that state.

Pace Setter—In the years since 1886, the TCI has set the pace for the growth of Birmingham. It has mushroomed into the largest steel company in the South and one of the largest in the nation. Where once a mere trickle of raw materials came from Red Mountain and the great Warrior and Pratt coal fields, today thousands of tons a month are extracted to feed the hungry blast furnaces of Fairfield and Ensley.

Through the years, the Tennessee Company always was somewhat of a financial football for financial interests in New York. It was being reorganized constantly and its difficulties along this line did not come to an end until 1907, when it was acquired by the U. S. Steel Corporation, after permission to make the acquisition had been obtained by the corporation from none other than President Theodore Roosevelt himself, then the nation's No. 1 trust-buster caught in the middle of a financial depression.

Present Production—Today, the TCI is capable of an annual ingot production of 2,850,000 net tons, which is the equivalent of approximately 2,000,000 net tons of finished products. The company employs approximately 30,000 persons in the Greater Birmingham district. Its modern Fairfield Steel Works consist in part of three blast furnaces, 10 open hearth furnaces, a steel foundry and facilities for manufacturing nuts, bolts, spikes, bale ties, tin plate for canning, structurals, plates, axles and forgings, concrete reinforcing bars, cotton ties, wire fence, nails, rails, roofing, sheet, strip and bar stock. The adjacent by-product coke plant has eight batteries totalling 572 ovens. The Ensley Works includes six blast furnaces, three Bessemer converters, nine open hearth furnaces, blooming mill, rail mill, ingot mold foundry, soil conditioner plant, billet and roughing mills and a brass foundry.

Another Story—But mere statistics cannot tell the fascinating story of the thousands of individuals, of high and low station, who have built solidly in Birmingham on the fruits of Red Mountain. To learn that story—to feel the pulsating life of this region—it is necessary for a person to visit the mining towns close to the huge mine shafts. It is necessary to see the hot steel and to hear the perpetual clang of working machinery all the way from Ishkooda to Ensley. Many of those who own a share of the companies which have exploited the mountain never will get the kind of dividends that come to

employees who mine, haul, transform and handle the precious ore that nature so bountifully supplied. Steel-making at Birmingham is as much of a way of giving rhythm and meaning to life as it is of earning a dividend on an investment.

Old residents of Birmingham have seen startling changes take place before their eyes. They have seen the face of the valley transformed; they have observed mining villages spring up, die, and then live again; they have witnessed an unending industrial pageant unfold, and, unfolding, bring with it a greater wealth and a better life for them and their neighbors, while enriching the nation and serving its needs in war and in peace.

Virginia Conference

Virginia Military Institute and Virginia Manufacturers' Association meet in Lexington.

Virginia's big business and its potential employees got together last month for a nonacademic exchange of ideas with industry and management when the Virginia Industrial Management Conference, sponsored jointly by Virginia Military Institute and the Virginia Manufacturers' Association met in Lexington, Virginia.

Mr. E. J. Hanley, vice-president and treasurer of Allegheny Ludlum Steel Corporation addressed the 150 delegates on "Productivity the Key to Security."

He said increased productivity can be obtained through design change, new equipment, more efficient use of old equipment or more efficient distribution.

The company earning the highest profit in its industry, he added, would be making great strides in increasing productivity, and that is why it would be the top earner. In such a company, all concerned, both workers and owners, have the greatest security, greater by far than any that can be offered by a paternalistic government.

Jack Wolff, Chesapeake and Ohio Railway Company public relations counselor, said that in yesterday's small plant industrial democracy proved its worth whenever the owner called upon his dozen or so workers to help him find better ways of doing things.

In today's huge plants and corporations, he said, management can help to eliminate unprofitable operations and loss of competitive standing caused by misunderstandings, suspicions and ill-will, if it will utilize foremen as management members so as to get their help in improving employer-employee relations, production and profits.

"The principle has become well-established," Mr. Wolff told the conference delegates, "that foremen are members of management and that the rest of management cannot operate effectively without the foremen's active participa-

tion in observing and clearly outlining obstacles to be overcome."

He told the group that managers agree with these principles; however, they frequently fail to use their foremen as active and important members of management.

Robert N. McGee, of the Jones-Laughlin Steel Corporation, said, "there has been a startling decline in the placement of its own graduates in this state."

"Virginia manufacturers have not traded in the use of Virginia's own trained minds," he told the group.

Only 30 per cent of the 1946-47 class at VMI, and only 25 per cent of the 1947-48 class, got jobs in Virginia. Of the June graduating class, 21 per cent will be placed in this state, he said.

"We are mining jeweled intellect and allowing first choice of this material to go to outsiders," Mr. McGee stated. "Trained accountants, business administrators, builders, managers of Virginia's enterprises should come directly from your schools, and out-of-staters should have second choice. From these students within your confines must come leaders to organize and manage the economy of Virginia people. Raw material, labor and market are right here, but human element of development you are letting slip through your fingers."

"These young men and young women merit your confidence and earnest consideration. They might as well manage your business as some other state's."

E. J. Robeson, of Newport News, president of the Virginia Manufacturers' Association, presided at the conference sessions.

Roanoke Mills Names R. E. Covington Vice-President

Henry J. Tully, President of Roanoke Mills, Incorporated, announced recently that, at the annual meeting of the Stockholders and Directors of the Corporation, R. E. Covington of Roanoke, Virginia, was elected a Director and Vice-President of the company and appointed General Manager of the mill. Mr. Covington succeeds the late Ralph R. James, whose death on January 24th terminated an association with the company which had extended over a period of thirty years.

By an unfortunate coincidence, the death of Mr. James occurred shortly after that of the late Joseph P. Boland, another executive of the company, who died on December 12th and with whom Mr. James had been closely associated for over three decades. Mr. Boland had served the company in various capacities since 1918 and at the time of his death was a Director and Secretary of the corporation.

Assisting Mr. Covington in the management of the mill will be Rupert M. Cassell as Plant Superintendent, John M. Tully as Production Manager and Luther V. Mills as Office Manager.

BUSINESS NOTES

Board of Directors of **Commercial Credit Co.**, recently declared the regular quarterly dividend of 90 cents per share on the 3.60% cumulative preferred stock and a quarterly dividend of 90 cents per share on the common stock of the company, both payable March 31, 1949, to stockholders of record at the close of business on March 9, 1949.

Tennessee Gas Transmission Co., recently began its fifth full year of operation by declaring a quarterly dividend of 35 cents a share on the company's 3,333,333 shares of common stock for the first quarter of 1949. This dividend totals \$1,166,666.67 and is the sixth consecutive quarterly dividend of 35 cents.

Board of Directors of the **Davison Chemical Corp.**, recently declared a quarterly dividend of thirty-seven and one-half cents per share on its capital stock, payable March 31, 1949 to stockholders of record at the close of business March 10.

Lone Star Steel Co., recently voted a stock dividend of twenty-five per cent payable out of the earned surplus of the

company at a directors meeting in Dallas. Stockholders of record April 10, 1949 will receive one share of stock for every four shares held on that date. The dividend will be payable on June 1, 1949.

J. Harvey Seat and Associates of Atlanta, Ga., have recently been appointed distributors of the **Panelox Stainless Steel Combustion Chamber** manufactured by the **Stefco Steel Co.**, Michigan City, Ind. The Seat Organization is well and favorably known and is handling the sales of Panelox in the states of Georgia, South Carolina, northern Florida, and northern Alabama.

Directors of the **Mengel Co.**, recently declared the regular quarterly dividend of 25 cents per share on the company's common stock, payable April 4, to stock of record March 22.

Board of Directors of the **Commonwealth & Southern Corp.**, has declared a dividend of \$1.50 per share on the preferred stock payable April 1, 1949 to stockholders of record March 11, 1949. Walter H. Summis, president of Ohio

Edison Co., was elected a director replacing F. B. Culley who resigned upon the sale of Southern Indiana Gas and Electric Co.

Hewitt Robins Inc., recently reported 1948 net income after all charges of \$737,767, equal to \$2.65 per share of capital stock outstanding, as compared with \$1,223,618, or \$4.39 per share in 1947. Net sales for the year ended December 31, 1948 totaled \$19,623,002, as compared to \$21,609,351 for 1947. Mr. Thomas Robins, Jr. president, said in the annual report to stockholders that the principal reason why 1948 sales and earnings were below the record year of 1947 was a protracted strike at the Buffalo plants which resulted in a net loss for the first quarter of 1948, and caused subsequent delays in re-establishing high level operations.

Directors of **Lion Oil Co.** recently declared regular quarterly dividend of seventy-five cents per share on the common stock of that company to be paid April 15, 1949 to common stockholders of record at the close of business March 31, 1949.

PITTSBURGH PIPE DISCOVERS TOPFLIGHT

**"Only satisfactory label,
in fact it's ideal"**

Pittsburgh Pipe and Coupling Company of Allison Park, Pa., believe that the best advertising they can do is to leave a sample of one of their products with engineers, plant managers and purchasing agents. To make sure that their samples will not only attract immediate admiration but also be identified when purchases are made, Pittsburgh Pipe tried many types of labels, all of which became unstuck.

Enter Topflight

Now every sample coupling mailed or handed out by salesmen carries a lustrous cellophane label. In a majority of cases the coupling stays on executives' desks because of the attractive label, acts as paperweight and show piece, and a handy reference when orders are placed.

TOPFLIGHT TAPE COMPANY

ERWIN HUBER, President

YORK

PENNA.



Planning and Civic Association Meets in Oklahoma City

Development of cities, towns and rural areas under long range plans which affect every business and individual and the local, state and federal governments, was highlighted at the annual National Citizens Conference on Community Planning in Oklahoma City on March 27-30, conducted by the American Planning and Civic Association.

Called by Maj. Gen. U. S. Grant 3d, president of the Association, and Governor Roy J. Turner of Oklahoma, with top-flight professional and business participation, program leaders included Maj. Gen. Lewis A. Pick who became Chief of the Corps of Engineers, U. S. Army, on March 1; Flavell Shurtleff, AFCA counsel and professor of Planning Legislation and Administration at Massachusetts Institute of Technology; Mayor A. P. Kaufmann of St. Louis where a \$63 million post-war program for city improvements is under way; Major General Philip B. Fleming, Administrator of Federal Works, Washington, D. C., under whom federal highways and public buildings are developed; Harland Bartholomew of St. Louis, one of the nationally prominent professional figures in planning; Horace M. Albright, president of the United States Potash Company and AFCA board chairman, E. D. Hollinshead, manager of real estate for Carnegie-Illinois Steel Corporation; Powell C. Groner, president of Kansas City Public Service Company; and Tom Wallace, past president of the Isaak Walton League, editorial columnist and former editor of the Louisville (Ky.) *Times*.

The conference program covered critical examination of many problems which seriously affect community operations and growth of both urban and rural areas. Included were immediate and future traffic conditions on streets and highways; benefits of planning to business firms through improved tax structure and better community facilities; need for control of land use and developments outside corporate limits to provide for attractive and orderly growth and to avoid excessive future maintenance costs to the community; need and means for active citizen participation in making and carrying out plans; protection to property values through zoning and other land use controls; effect of planning upon the location of new industries, both from strategic national viewpoint and from the viewpoint of industry itself; off-street parking and other traffic controls to relieve vehicular congestion—a major headache to many cities and towns now and with anticipated heavy future increases; rebuilding under late urban redevelopment laws; waste of public money by failure of communities to anticipate future needs; and many other

subjects of immediate and long range interest.

One half-day session examined the need for community planning in towns under 10,000 population; another session was devoted to conservation of natural resources with particular emphasis upon the problem of dwindling water resources and need for a more aggressive soil conservation program by individuals and organizations. Oklahoma City served as "guinea-pig" of the conference session, as this city is regarded as typical of the 300,000 population class communities showing rapid growth which has occasioned particular need for community planning.

Additional Locomotives To Be Added by Norfolk & Western

Thirteen additional modern freight and passenger locomotives have been authorized for construction in the Norfolk and Western's Roanoke Shops. The new project will continue the road's "home building" steam motive power program through 1950.

Seven of the new engines will be Class Y6b, similar to the present heaviest freight locomotives now on the line, numbered in the 2100's. Three will be Class A's, the faster engines numbered in the 1200's, which handle merchandise freight trains, coal trains in the flatter regions and are capable of maintaining passenger schedules when called upon. In addition, three new Class J's, the streamlined 600's which pull the N. & W.'s through passenger trains, will be built. Total cost of the 13 engines is estimated at \$3,650,000.

First engine in the railway's postwar building program rolled from the shops in April, 1948. It was the 2171, a compound mallet with a 2-8-8-2 wheel arrangement, similar to other Class Y6 locomotives built before the war, but with many improvements. Since then a new Y6b has been turned out about every 25 days. The last of the 17 authorized in 1947 and 1948 should be completed before July. Then, immediately, shopworkers will begin construction of five Class A's which it is estimated will all be completed by Christmas.

Piedmont Silk Mills Liquidation Under Way

Liquidation of the mill equipment of the Piedmont Silk Mills has almost been completed, according to an announcement from Greensboro, N. C. Piedmont, with offices at Greensboro and mill at Dobson, N. C., has placed its plant on the market for lease.

PAINTS OVER RUST!
RUSTREM STOPS RUST!
No priming, scraping, brushing

Rustrem points right over rust. For stacks, fire escapes, bridges, fences, flashings—all metal. Farm, auto, marine, machinery. Black and aluminum.

SPECO, Inc. 7308 Associate Ave. Cleveland 9, Ohio

COMING EVENTS

APRIL

- 5-7—Southern Pine Association, Annual Meeting, Roosevelt Hotel, New Orleans, La.
- 11-14—National Association of Corrosion Engineers, Fifth Annual Conference and Exposition, Netherlands Plaza Hotel, Cincinnati, Ohio.
- 20-23—American Society of Civil Engineers, spring meeting, Oklahoma City.
- 25—National Association of Hosiery Manufacturers, Annual Meeting, Hotel Claridge, Atlantic City, New Jersey.

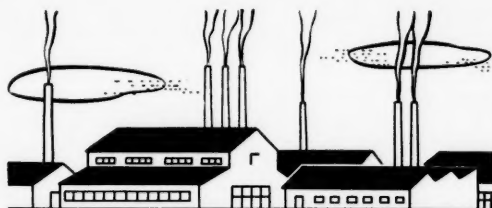
MAY

- 2-7—International Textile Industries Exposition, New York, N. Y.
- 2-3—Southern Association of Science and Industry, Inc., Education Conference, Washington & Lee University, Lexington, Va.
- 2-4—Forest Products Research Society, Third Annual Meeting, Civic Auditorium, Grand Rapids, Michigan.
- 6-7—Southwest Area Industrial Relations Conference, Rice Hotel, Houston, Texas.
- 26-28—Tufted Textile Manufacturers Association Board of Directors, 1949 National Convention, Atlanta Biltmore Hotel, Atlanta, Ga.
- 30-June 1—U. S. Wholesale Grocers Association, first national show, St. Louis Auditorium, St. Louis, Mo.

JUNE

- 16-18—Southern Textile Association, Annual Convention, Mayview Manor, Blowing Rock, N. C.

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ACIDPROOF CEMENTS—COMPOUNDS
FOR
Tanks, Sewers, Stacks, Floors
Technical cements for all purposes.
Send sketches or samples.
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FORGINGS & STAMPINGS

DIXISTEEL forgings and stampings are made of carefully analyzed steel produced in our own open hearth furnaces. They are of highest quality and strength.

Send us your prints or specifications for forged or stamped parts, and we will be pleased to submit our estimate for production.



ATLANTIC STEEL COMPANY

P. O. BOX 1714

DIXISTEEL

ATLANTA 1, GEORGIA

43 words on...

Salesmanship where it counts!

Yes, it takes just 43 words to mention the fact that your women customers and buyers, too, prefer packaged products. That, plus the fact that your package is your *most valuable* point-of-sale advertising puts salesmanship where it counts . . . in the package.

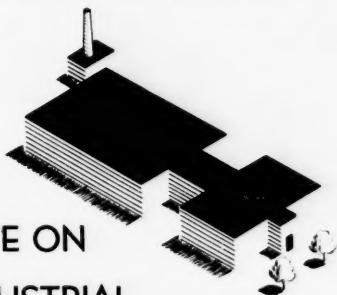
Consult ..

OLD DOMINION Box Company Inc.
CHARLOTTE, N. CAROLINA

APRIL NINETEEN FORTY-NINE

COLUMBIA

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COLUMBIA

SOUTH CAROLINA

New Plants

(Continued from page 16)

TEXAS

AUSTIN—Jack H. Key, one-story filling station.
AUSTIN—Southwestern Bell Telephone Co., Dallas, office bldg.
BAYTOWN—Thad Felton, new Ford Agency building, 600 Block of West Texas Ave., \$150,000.
BEAUMONT—Gulf States Utilities Co., service center, \$1,500,000.
BRYAN—Thomas Bryan & Assocs., power plant, \$477,190.
CHILDRESS—Gate City Electric Cooperative, headquarters facilities, \$190,000.
CLUBINE—Stuckley Brothers Chevrolet Co., one-story auto sales building.
COLEMAN—Coleman Electric Cooperative Assoc., Inc., headquarters building, \$62,000.

CORPUS CHRISTI—Gourd Motor Co., show room, office, parts dept. and repair shop, \$80,000.
CORSICANA—Barus Bottling Co., 416 N. Beaton, one-story business building.
DALLAS—Grand Buick Co., 2108 Cedar Springs, one-story business building.
DALLAS—Southern Express, Inc., warehouse bldg., \$230,000.
DALLAS—Southwestern Bell Telephone Co., two-story and basement telephone building.
DOUGLASSVILLE—Bowie-Cass Electric Cooperative, Inc., building additions and alterations to bldg., \$44,800.
FORT WORTH—Dr. Maes Chambers, 3715 Lenox, one-story garage 100 S. Riverside, \$25,000.
FORT WORTH—Southwest Greyhound Lines, Inc., new terminal and office building.
GRAND SALINE—Morton Salt Co., salt plant, \$1,000,000.
HOUSTON—Associated Master Plumbers of Houston, Inc., one-story and mezzanine building.

HOUSTON—Nelson A. Davis Co., bulk handling plant, \$800,000.
HOUSTON—Dixon Packing Co., treatment plant.
HOUSTON—Flozon Manufacturing Co., chemical plant, \$1,000,000.
HOUSTON—Harris Cream Top Co., 701 Waugh Drive, addition to dairy building.
HOUSTON—Houston Coca Cola Co., bottling plant.
HOUSTON—Houston Oil Field Material Co., three office and warehouse buildings and a car parking shed, \$356,900.
HOUSTON—Houston Packing Co., treatment plant, \$23,200.
HOUSTON—Jarecki Manufacturing Co., two-story office and warehouse building, 6300 Navigation Blvd.
HOUSTON—Kaplan & McLaughan, printing plant and office building.
HOUSTON—National Steel Products Co., steel plant, \$1,500,000.
HOUSTON—Natural Gas Odorizing Co., Inc., two bldgs.
HOUSTON—Oceanic Foods Co., fish canner, \$600,000.
HOUSTON—Perforating Guns, Inc., new building.
HOUSTON—Port City Packing Co., treatment plant.
HOUSTON—Sanitary Farms Dairies, Inc., addition and alterations to plant, 1800 Block of West Gray.
HOUSTON—Southern Construction and Mill Supply Co., 1901 Missouri, office building.
HOUSTON—Stupp Brothers Bridge & Iron Works, contemplates a steel fabricating plant, \$1,000,000.
IRVING—Humble Oil and Refining Co., additions to gas terminal.
KIRBYVILLE—Jasper-Newton Electric Cooperative, headquarters building and warehouse.
LUBBOCK—Borden Co., dairy plant addition, \$50,000.
MERKEL—Taylor Electric Cooperative, Inc., headquarters building.
MUENSTER—Cook County Electric Cooperative Assoc., Inc., one-story headquarters bldg.
PALESTINE—Joyce Motor Co., one- and two-story sales service building, \$75,000.
PARIS—Lamar County Electric Cooperative, headquarters building.
PORT LAVACA—Aluminum Company of America, one-story and basement office building at Point Comfort.
SAN ANTONIO—Crockett Investment Co., one-story warehouse.
SAN ANTONIO—J. T. Hanne, 412 S. Medina St., meat packing plant.
SAN ANTONIO—International Harvester Co., 150 N. Michigan Ave., Chicago, Ill., remodeling of present building.
SAN ANTONIO—Penslee-Gaulbert Corp., one-story addition to the east of present building.
SAN ANTONIO—San Antonio Chili Canners, plans plant, 400 block Chestnut St.
SAN ANTONIO—Sinclair Refining Co., 1305 S. Laredo St., service station.
TEXAS CITY—Southwestern Bell Telephone Co., 308 S. Akard St., Dallas, addition to present telephone bldg.
THREE RIVERS—Three Rivers Livestock Commission Co., construct building, \$70,000.
WACO—Central Texas Iron Works, 2025 Webster St., one-story and basement addition, \$21,906.
WICHITA FALLS—Blankenship Supply Co., two-story business building 1201 Ohio.
WICHITA FALLS—Chapman Dairy, one-story dairy plant, \$50,000.
WICHITA FALLS—Panhandle Refining Co., filling station remodeling, 9th at Travis.
WICHITA FALLS—A. D. Willingham, one-story office and shop building, 6th at Scott.

VIRGINIA

MARION—Burlington Mills, Inc., Greensboro, N. C., doubling size of Royal Oak and Town House hosiery plants.
PORTSMOUTH—E. Z. Thread Co., 519 8th Ave., construct plant, \$125,000.
RICHMOND—Graybar Electric Co., 6th and Cary Sts., alterations and additions to building.
RICHMOND—Eldridge Reams, Inc., sales and service bldg.
SALEM—Burlington Mills, Inc., expansion of Salem Full-Fashion Hosiery Mills plant.

WEST VIRGINIA

CHARLESTON—Atlantic Greyhound Lines, one-story garage, Glen St. and Tennessee Ave., \$575,000.
CHARLESTON—Elk Land Co., automotive sales and service building.
PARKERSBURG—E. I. DuPont de Nemours & Co., Inc., new unit at 18 Washington Works.



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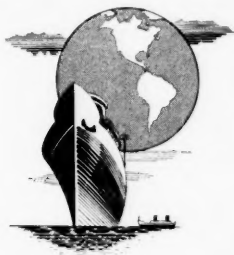
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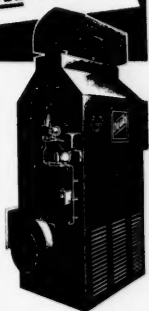
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Monsanto Dedicates

Texas City plant to be dedicated with memorial to victims of 1946 disaster.

Plans for the dedication of the newly reconstructed Monsanto Chemical Company plant at Texas City, Texas, have been announced by Joseph R. Mares, vice president and general manager of the Texas Division.

The dedication will be held April 8, nearly two years from the day the styrene plant was destroyed by the explosion of the nitrate-laden SS *Grandcamp*. Highlight of the dedication will be a ceremony at 10:30 A.M. on that day, when a memorial to the 145 Monsanto employees who lost their lives in the disaster will be unveiled. The memorial is a granite obelisk, bearing the names of the deceased employees and the inscription attributed to the company's board chairman, Edgar M. Queeny: "The physical part of the men and the plant has gone, but not the products of their minds—these will live on."

Following the dedication ceremony which will feature an address by plant manager H. K. Eckert, out-of-town guests will be invited to tour the plant. At 3:00 P.M. the same day, a symposium, dedicated to the new plant and the conservation of the petroleum and chemical resources of Texas, will be held at the Shamrock Hotel in Houston. Speakers will include Paul Weaver, past president of the American Association of Petroleum Geophysicists; W. J. Murray, Jr., chairman of the Texas Railroad Commission; and Dr. Richard Gonzalez, economist for the Humble Oil and Refining Company. Dr. William V. Houston, president of Rice Institute, Houston, will preside as moderator.

A reception will be held from 6:30 until 7:30 P.M. in the Greban Room of the

Shamrock Hotel followed by dinner in the Emerald Room. Principal speaker of the evening will be Dr. Karl T. Compton, director of the research and development board, U. S. Department of Defense and chairman of the board of Massachusetts Institute of Technology. Dr. Compton's subject will be: "Men and Ideas: The Objective and Resource of Our Scientific Educational Institutions." William M. Rand of St. Louis, president of Monsanto, and Warren S. Bellows, president of the Houston Chamber of Commerce, will also speak.

Texas A&M To Aid Development of Industry

Blank forms which, when filled out, will be a complete brochure on practically every town in Texas, have been distributed by the Management Engineering Department, Texas A&M College.

"The Management Engineering Department working through the Texas Engineering Experiment Station," V. M. Faires, head, Management Engineering Department, says, "would like to assist the towns of Texas in promoting the development and location of industries."

Faires urges the towns to fill out the blanks. "This," he says, "will not only aid us in being of service to the municipalities but may also aid in revealing to local officials those factors which tend to retard industrial development. We wish to assist both cities and industries. When an industry specifies certain location requirements, the data which you furnish us will enable us to provide a suitable list of cities."

The data include present industries, available labor, available buildings, housing facilities, transportation facilities, public utilities, population data, climatic conditions, schools, hospitals, doctors, financial institutions, natural resources and all other important facts.

Mathieson Chemical Acquires Southern Wholesale Phosphate and Acid

At a meeting of stockholders of Standard Wholesale Phosphate & Acid Works, Inc. held in Baltimore, a total of 138,277 shares voted to accept common stock in Mathieson Chemical Corporation on the basis of 225,000 shares of Mathieson for the 150,000 shares of outstanding Standard stock. Mathieson acquires all of Standard's assets in consideration of assumption of its liabilities, according to an announcement by Thomas S. Nichols, Mathieson president. A total of 143,608 shares of Standard stock were represented at the meeting.

This is the first statement that has been made by the Mathieson management in respect to the Standard purchase. The Mathieson shares involved are authorized but previously unissued common stock.

Standard Wholesale Phosphate produces sulfuric acid, superphosphates and mixed fertilizers. Its Baltimore plant and properties include several recently installed units for the manufacture of sulfuric acid, making it the largest sulfuric acid plant in the world. It has well equipped docking and loading facilities for ocean shipment.

Standard's annual report for the fiscal year ended May 31, 1948, showed current assets of approximately \$6,000,000 including \$3,300,000 in cash and U. S. Government securities. Current liabilities amounted to \$2,130,000. Sales for that fiscal year totaled approximately \$11,000,000 and the net profit after taxes was \$1,400,000.

Mathieson, which recently announced the acquisition of Southern Acid & Sulphur Co. operating in the southwest, now has a similar business on the eastern seaboard. Mr. Nichols pointed out. In addition to acquiring production and shipping facilities, he said, the Standard transaction will enlarge Mathieson's sales territory for sulfuric acid and fertilizers and provide a new location for the company's chemical developments.

Baltimore and Ohio Sets Records for Operating Efficiency

Three new all-time records for operating efficiency were set by the Baltimore and Ohio Railroad during 1948, according to the B & O's operating vice president, C. W. Van Horn.

The average loading of revenue freight per car was 42.77 tons for 1948. The previous record was 42.19 tons in 1947. The average net train load was 1297 tons for 1948. Previous high on this factor was 1263 tons in 1947. The average net ton miles per hour of crew time was 13.170 for 1948. Record previous figure here was 12.498 in 1947.

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A pure asphalt product composed of high grade bitumens, this paint is highly resistant to most acid and alkali conditions.

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Baltimore Asso. of Commerce Opens Pittsburgh Office

G. H. Ponder, Executive Vice President of the Baltimore Association of Commerce, has announced that the Association will open its third Port of Baltimore office in April. The new out-of-town office, to be located in Pittsburgh, will supplement the promotional activities of the offices now in operation in New York and Chicago.

As part of the Association's "port expansion program" the three offices will work together to solicit increased freight

shipments through Baltimore. Harry E. Zwingl, Secretary of the World Trade Council of the Pittsburgh Chamber of Commerce, will be in charge of the Pittsburgh office.

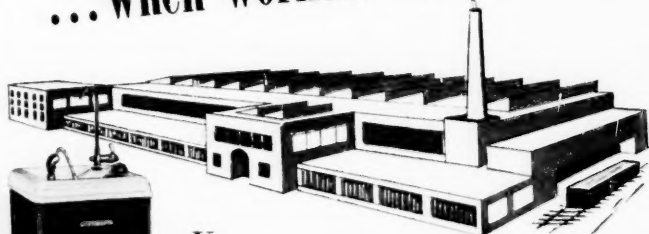
Red River Valley Association Sets Date for 24th Annual Convention

The date for the 24th Annual Convention of the Red River Valley Association has been set for April 18-19 in Shreveport, Louisiana. All sessions of the convention will be held in the Washington-

Youree Hotel. High government officials, leaders of the 81st Congress and authorities on industry, agriculture, forestry and commerce will address the Convention's sessions. The 4-State Planning Committee, composed of the Chief Engineers of the States of Texas, Oklahoma, Arkansas and Louisiana, which serves as engineering advisor to the Association, will also meet on April 18th, and their report will be submitted to the Convention.

The management of the Washington-Youree Hotel has agreed to provide accommodations for all members and guests of the Association attending the annual meeting. Requests for reservations should be addressed to Mr. A. L. Dietz, Executive Assistant Manager, Washington-Youree Hotel, or direct to the Association offices.

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...when workers are satisfied



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Kansas City Southern Lines' New Southern Belles

Scheduled to go into service on April 3 between Kansas City and New Orleans, the new Southern Belles of the Kansas City Southern Lines will cut the running time between the two cities by three hours and 45 minutes, and will provide connections for Port Arthur and Beaumont, Tex., and Lake Charles, La., at Shreveport, La.

Featuring the latest in bedroom-roomette sleepers, chair cars, dining and tavern-lounge facilities, the exhibition Southern Belle was first presented to the public at Kansas City on Monday, March 7. For two weeks the train visited major on-line points between Kansas City and New Orleans, and from Shreveport to Port Arthur.

W. N. Deramus, president of Kansas City Southern, said that plans call for one Southern Belle to leave Kansas City at 4 p.m., arriving in New Orleans at 10 the following morning. The Belle's northbound schedule would be the same as the southbound train, departing from New Orleans at 4 p.m., and arriving in Kansas City at 10 a.m.

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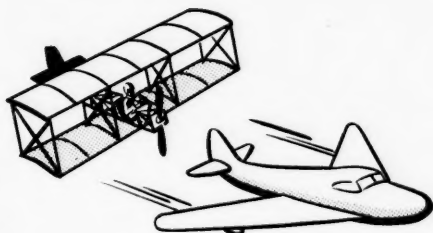
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National Peanut Week Scheduled for April 3 to 9

American people will consume 144,000,000 pounds of peanuts during National Peanut Week, April 3rd through 9th, if the wishes of Ralph McMillen of the Bristow, Oklahoma Peanut Company come true. According to McMillen, who is chairman of the Board of Directors of the National Peanut Council, Atlanta, Ga., this country produced approximately two and one-third billion pounds of peanuts this year, and he asks each citizen of the United States to eat at least a pound during Peanut Week.

This week Mr. McMillen stated that: "I agree with Secretary of Agriculture Charles F. Brannan, who says that American farmers are living on borrowed time. The peanut industry is anxious to cooperate with the Federal government in its farm adjustment program. With the pres-

ent crop valued at more than \$200,000,000, and the value of next year's crop uncertain, the big job of the industry is to create a greater consumer demand than ever before."

Florida State Chamber Against Wage Hike

Florida State Chamber of Commerce takes the position, Harold Colee said in Jacksonville, that Congressional committees handling wage and hour, and labor legislation, are in too big a hurry to get the bills on to the floor. Colee, executive vice president of the State Chamber, has addressed a letter to each member of Florida's congressional delegation, urging a stand against hiking the present 40-cent minimum wage more than 10 or 15 cents, and against federal legislation that would nullify Florida's right-to-

work constitutional amendment. The latter is proposed in a bill that would substitute the old Wagner labor law for the Taft-Hartley Act.

The two members of the Congress who have replied to Colee's letter complain, one of committee "stacking," and the other of "a tendency to rush these bills through without adequate hearings."

In his letter to Florida's congressmen and senators, Colee said that enactment of the proposed legislation may weaken the State's economic structure.

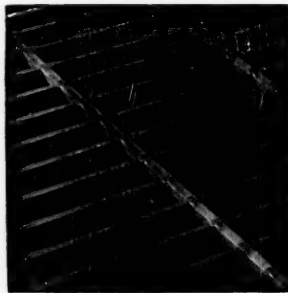
Colee said today that he was not speaking "idly," when he warned the State's congressional delegation against supporting these pending bills. "When committees endeavor to speed controversial bills through to the floor, giving only a chosen few opportunity to speak, it would appear that it is the disposition of the proponents to cram legislation down the throats of the people."

"Legislation of this character," he added, "needs thorough airing. Unwise economic and labor legislation can bring about a stagnation of national production. Unemployment is already rearing its ugly head. Small business will be hard put to meet its payrolls if minimum wages are advanced beyond, say, the 55-cent mark. We advocate status quo."

Hickory Well Drilling Co. Announces Reorganization

The Hickory Well Drilling Company, Inc., Hickory, N. C., has been dissolved as a going concern, and has discontinued the drilling of wells and the service and installation of pumps.

The new corporation, The Hickory Well Supply Co., Inc., has taken over all assets and obligations of the former operation, and in the future will feature a complete service as distributors of nationally known lines of drilling and fishing tools, well drilling machines, cables, screens, pumps, as well as a complete machine shop service for turning tool joints, welding and dressing drills.

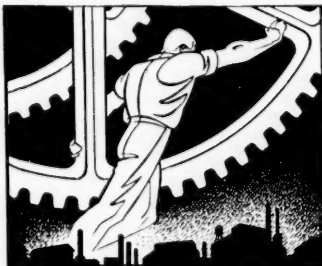


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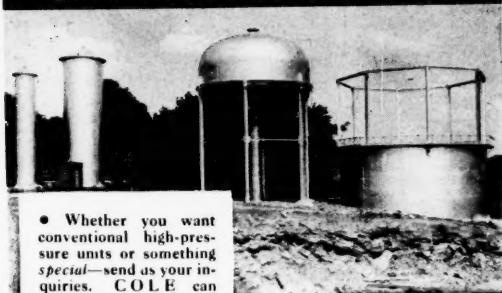
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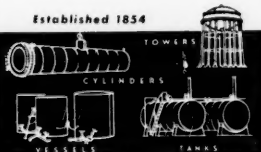
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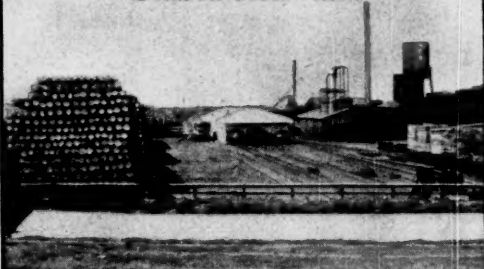


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TRADE LITERATURE

Jamison Cold Storage Door Co., Hagerstown, Md.—Condensed 12-page catalog designed to aid architects and cold storage door users in the selection of the proper type door for their refrigerating requirements.

W. W. Sly Manufacturing Co., 1700 Train Ave., Cleveland 2, Ohio—Eight-page bulletin intended, as indicated on the cover—"To Help You Visualize Dust Control Equipment for Your Factory." The photographs show a few of the many ways in which the Sly dust filter may be installed.

Surface Combustion Corp., Toledo 1, Ohio—A new industrial gas burner catalog describing high and low pressure equipment for all common gaseous fuels. Designed as a ready reference source for all engineers concerned with the specification and design of gas combustion equipment.

Atlantic Coast Line Railroad Co., Wilmington, N. C.—Booklet entitled "Pay Dirt" dealing with the progress of the vast Everglades area, and published with the idea of attracting men, money and industry to Florida.

Misener Manufacturing Co., Syracuse, N. Y.—Six-page catalog, price-list, describing the complete line of Misener Hile saws, replacement blades and parts, including a new line of speedex high speed saws and blades.

Barrett-Cravens Co., 4800 Western Blvd., Chicago, Ill.—Bulletin #83, presenting the improved line of Barrett Lift Trucks, and describing in detail hand lift-trucks in capacities from 1,000 to 15,000 pounds. Design drawings and specifications are included.

Joseph T. Ryerson and Son, Inc., Box 8000 A, Chicago 90, Ill.—Expanded Metal Engineering Data, eight-page bulletin giving engineering data including load deflection, air flow comparison, and free openings of both standard and flattened mesh types of expanded steel.

University of Texas, Austin, Tex., Bureau of Economic Geology, Publication 4621—The Ellenburger Group of Central Texas, by P. E. Cloud, Jr., and V. E. Barnes, Report of a geological investigation made cooperatively by the Bureau of Economic Geology and the United States Geological Survey.

Sauerisen Cements Company, Sharpsburg Station, Pittsburg 15, Pa.—A new 6 page bulletin describing two of the company's acidproof products and picturing actual applications in the field. These products have many uses in the steel, chemical and refining industries in the construction of acid pickling tanks, pits, vats, sewers, floors, foundations and stacks.

Allis-Chalmers Manufacturing Co., Milwaukee, Wis.—12-page bulletin describing the firm's line of vari-pitch speed changers for increased production and greater machine versatility. This bulletin is designated 29H0003-C.

Reliance Electric and Engineering Co., 1676 Ivanhoe Rd., Cleveland 10, Ohio—A two-page, illustrated catalog describing the Reliance VSX Rectifier, a full wave electronic rectifier with no moving parts for spot conversions

applications involving control circuits, motor and generator fields and other d-c. circuits.

Peabody Engineering Corp., 580 Fifth Ave., New York 19, N. Y.—Two color bulletin on their complete line of blast furnace gas burners. Included are not only blast furnace installation pictures, but cross-section drawings of various other types of burners for waste and primary fuels.

Patron Transmission Co., Inc., 129 Grand St., New York 13, N. Y.—The "Forty-Niner," this year's edition of the company's transmission equipment catalog. It supplies data, including prices, on over 5,000 items of the company's line.

Morton Gregory Corp., Nelson Stud Welding Division, Lorain, Ohio—8-page bulletin describing parts and accessories for use with the Nelson gun. Items include special leg attachments, adaptors, spark arrestors, and a number of complete accessory kits for special purpose applications.

Bailey Meter Co., 1650 Ivanhoe Rd., Cleveland, Ohio—Latest development in Bailey multi-point gauges are described in bulletin No. 163-B. There are numerous illustrations, including photographs, diagrammatic drawings, and cutaway drawings.

New York Belting and Packing Co., 1 Market St., Passaic, N. J.—24-page manual on its 1949 line of conveyor and elevator belting. Included is data on carrying capacities, approximate belt weights, the selection and application of elevator belts, and the construction of all types of belts in the line.

Hannafin Corp., 1101 S. Kilbourn Ave., Chicago 24, Ill.—A bulletin to provide production engineers and executives with detailed information on the use of its new air-operated "Han-D-Press."

General Electric, Schenectady, N. Y.—Bulletin GET-1263A, "The Purpose and Use of Electrical Diagrams Supplied with G-E Switchgear Equipment."

Rapids-Standard Co., Inc., Dept. BC-200, 332 Rapistan Building, Grand Rapids 2, Mich.—A two-color, four-page bulletin describing and illustrating the Rapid Power booster power belt conveyor line.

Wagner Electric Corp., 6400 Plymouth Ave., St. Louis 14, Mo.—A publication entitled, "Wagner Industrial Product News," the objective of which is to circulate news of the company's electrical products to industrial plants throughout the country.

Nordberg Manufacturing Co., Milwaukee, Wis.—Bulletin 165 on a Nordberg type 4FS-1 four cycle, one cylinder, 4 1/2 inch by 5 1/4 inch diesel engine. Included is a general description and pictures of three models of this engine.

Breuer Electric Manufacturing Co., 5100 Ravenswood Rd., Chicago 40, Ill.—34 page booklet entitled "The Tornado Method" covering in detail practically every problem of plant and institution floor care. Essentially a manual of floor care, the information is clear, concise and specific.

PROPOSALS

BIDS: APRIL 26, 1949

CONSTRUCTION OF EARTH DAM LAYING CAST IRON PIPE SUPPLY AND DISTRIBUTION MAINS AND APPURTENANT WORK

THE BOARD OF SUPERVISORS OF AUGUSTA COUNTY, VIRGINIA STAUNTON, VIRGINIA

Scaled Proposals will be received for the work listed below by The Board of Supervisors of Augusta County, Va. at their office in Staunton, Virginia until 10:30 A.M. on the 26th day of April 1949 up to the hour of opening bids, at which time and place all bids will be publicly opened and read aloud. Bids will be received on the following contracts:

CONTRACT NO. 1 — EARTHWORK — Construction of an earthen dam with compacted core of selected material approximating 85,000 cu. yds. of total earthwork; rock excavation of spillway channel approximating 1200 cu. yds. and appurtenant work.

CONTRACT NO. 2 — STRUCTURAL STEEL — Construction of Intake Structures, Blow off Conduits, Spillway Gates and appurtenant Structures.

CONTRACT NO. 3 — PIPE WORK — Laying cast iron pipe, supply and distribution mains in the following approximate quantities:

15,000 lin. ft. of 10" pipe
25,000 lin. ft. of 8" pipe
30,000 lin. ft. of 6" pipe

The Information for Bidders, Bid Form, Form of Contract, Plans and Specifications may be examined at The Office of The Board of Supervisors or at The Office of The Engineer, Echols Building, Staunton, Virginia. Copies thereof may be obtained from The Engineer, John S. Hale, P. O. Box 961, Staunton, Va. upon payment of \$20.00 per set for any one contract or \$50.00 for full set for all three contracts. Any Bidder upon returning such set promptly and in good condition, will be refunded his payment and any non-bidder upon so returning such a set will be refunded one-half of his payment.

The successful bidder will be required to furnish a satisfactory performance bond in the amount of 100% of his contract.

The right is reserved by The Board of Supervisors to reject any or all bids or to accept any considered advantage to The Board of Supervisors. Certified check, cash, bidders bond or bank draft payable to The Board of Supervisors or a satisfactory Bid Bond executed by the Bidder and a Surety Company in an amount equal to 10% of the bid, shall accompany the proposal.

No bid may be withdrawn after the scheduled closing time for the receipt of bids but bids may be withdrawn at any time prior to the scheduled time for opening bids.

John S. Hale,
Consulting Engineer,
South River Sanitary District,
Staunton, Virginia

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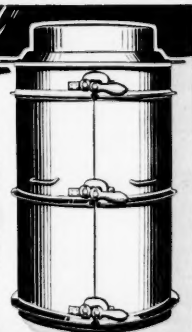
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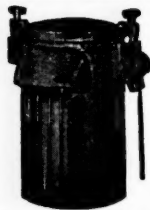
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Southern States Iron Roofing Co. Issues Annual Report for 1948

The Southern States Iron Roofing Co., of Savannah, Georgia, has issued its Annual Report for 1948. It includes not only the customary financial statements, but a report from President Frank O. Wahlstrom and pictures of the important products and personnel of the company.

The company's net profit after taxes amounted to \$648,228, as compared with \$722,928 in 1947. However, as a percentage of net sales, profits for 1948 were 4.56%, while 1947 profits were 3.85%.

In the past year the working capital of the company was increased nearly 200%, bringing it well above the two million dollar mark. This improvement was brought about principally by additional financing in the form of preferred stock and serial debentures and by retention of earnings.



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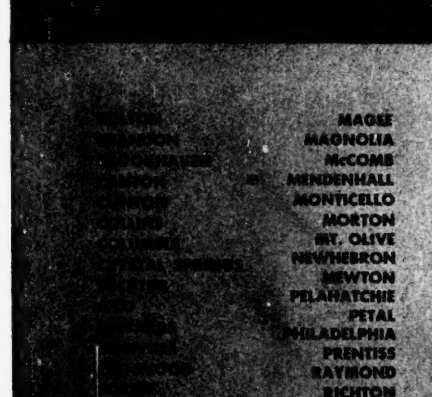
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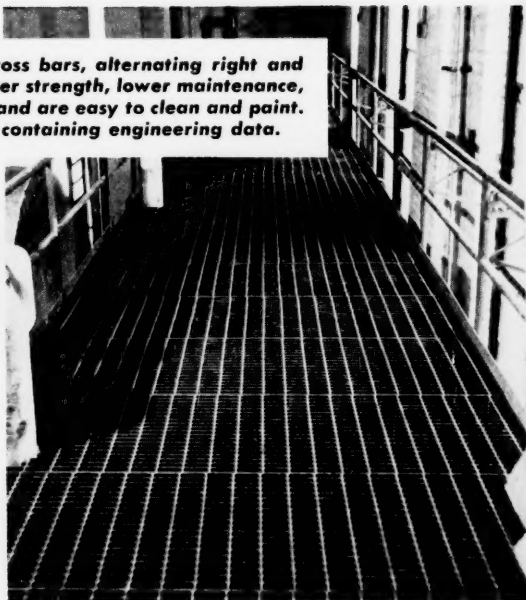


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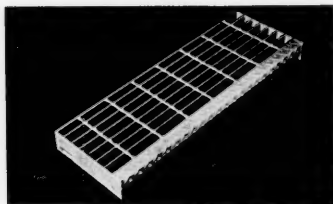


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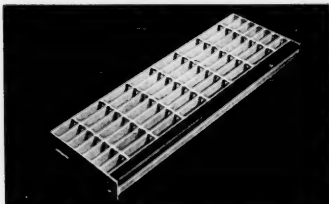
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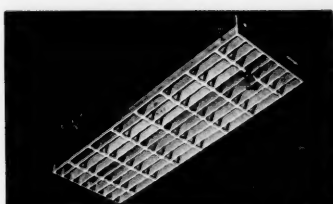
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